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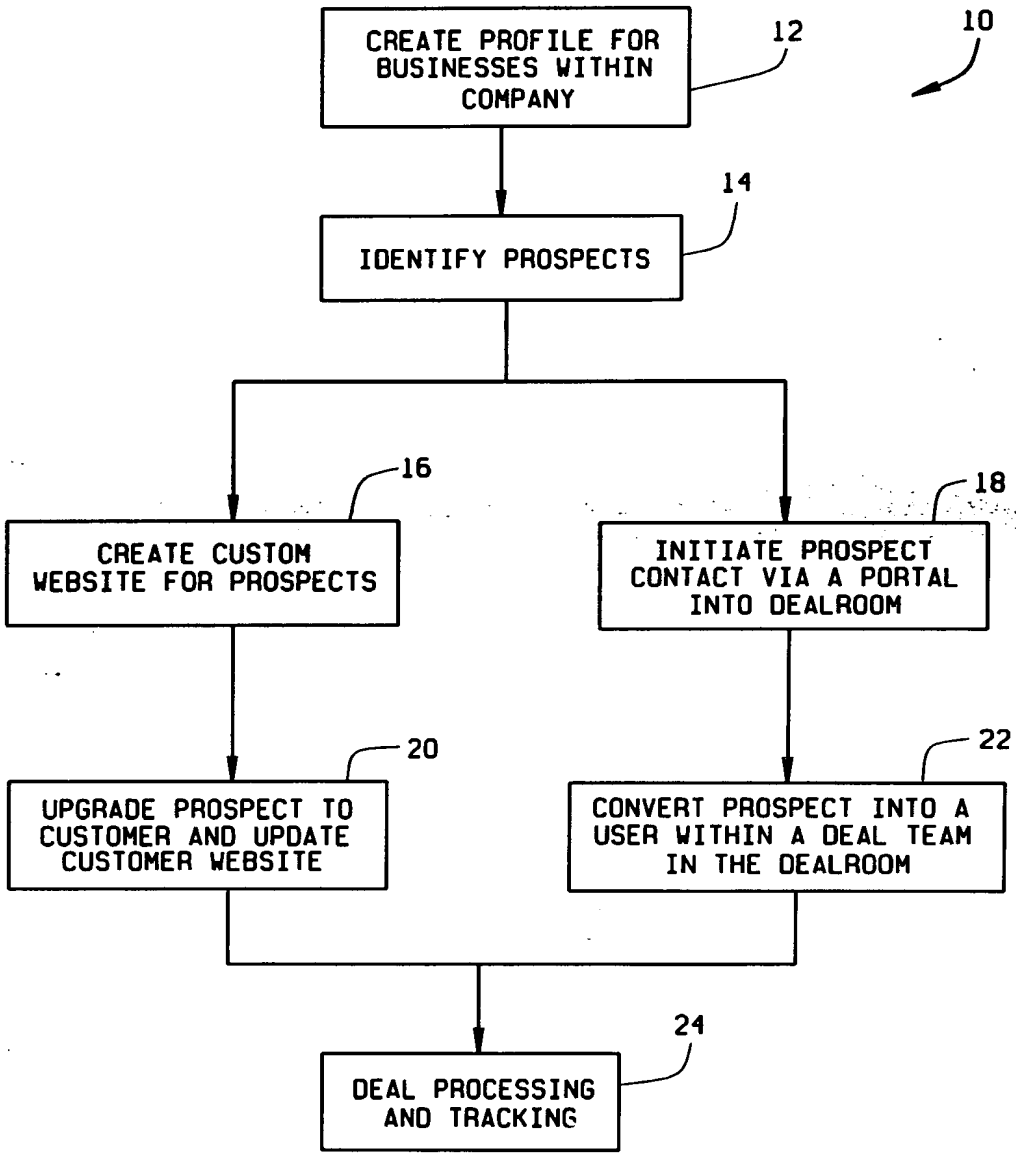

FIG. 1

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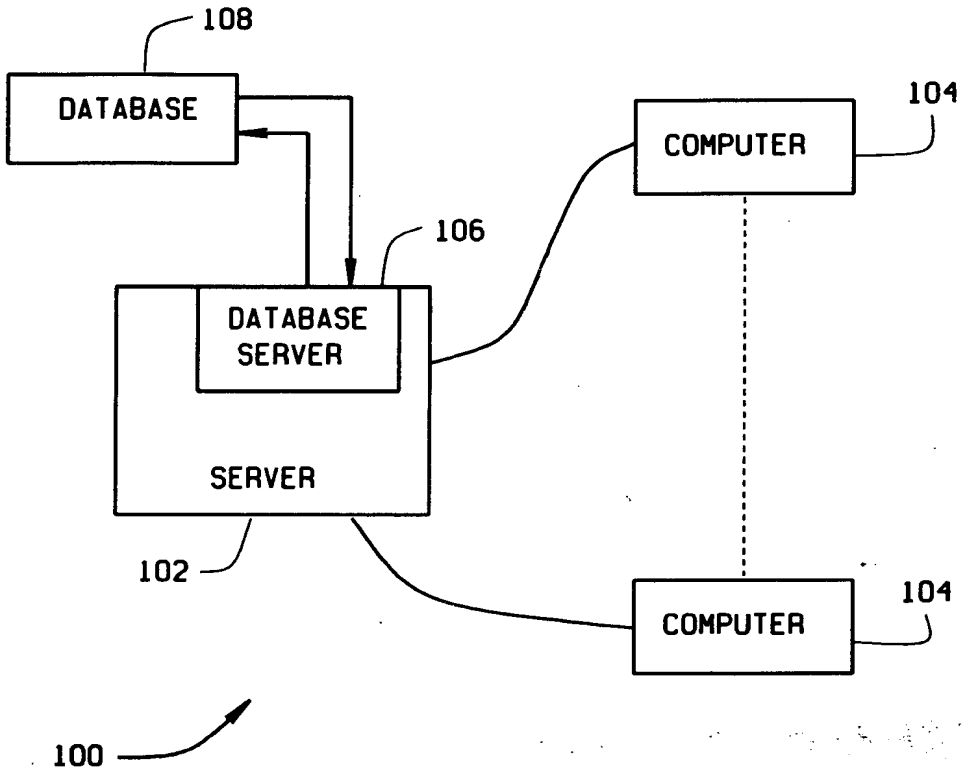

FIG. 2

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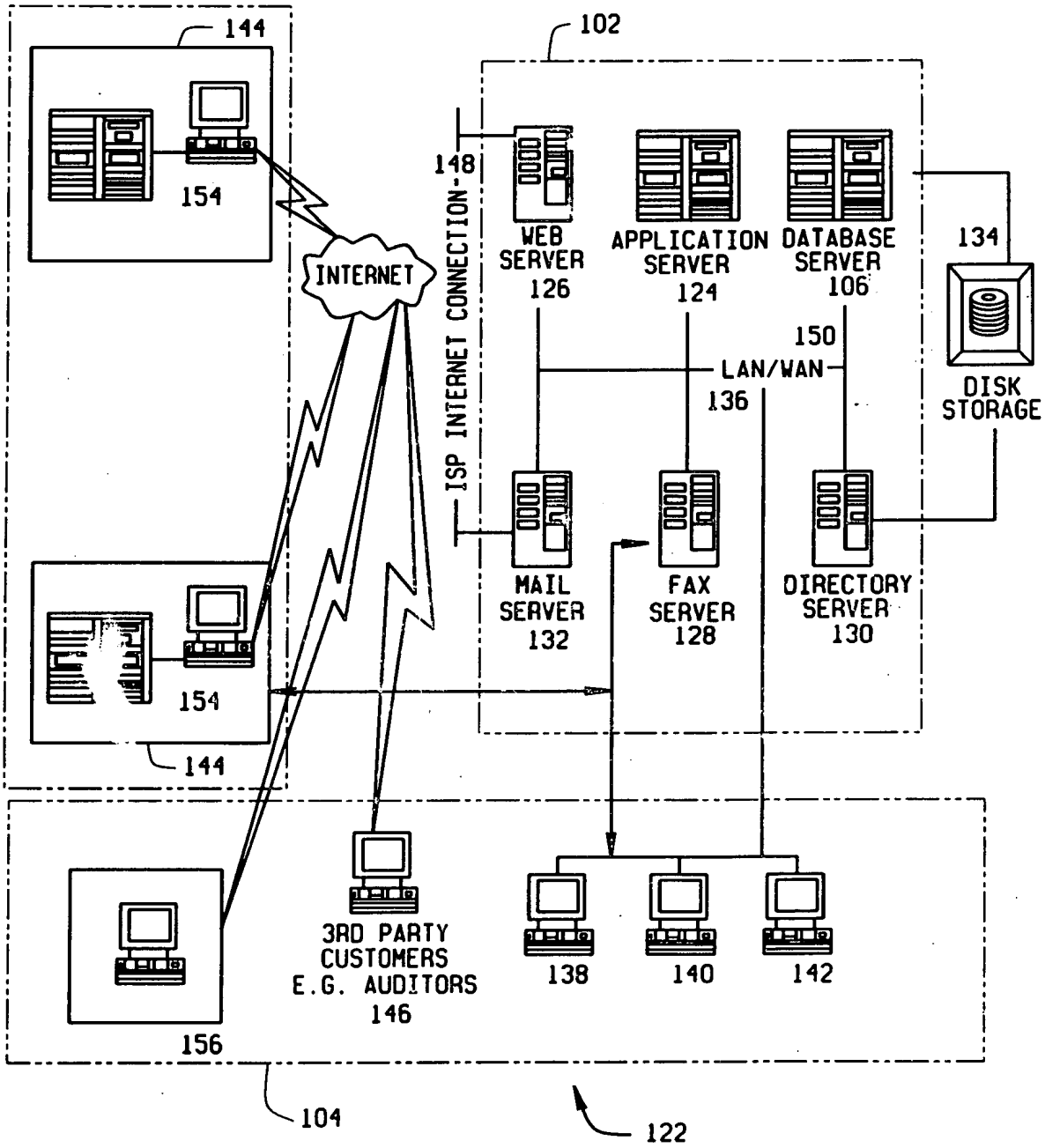

FIG. 3

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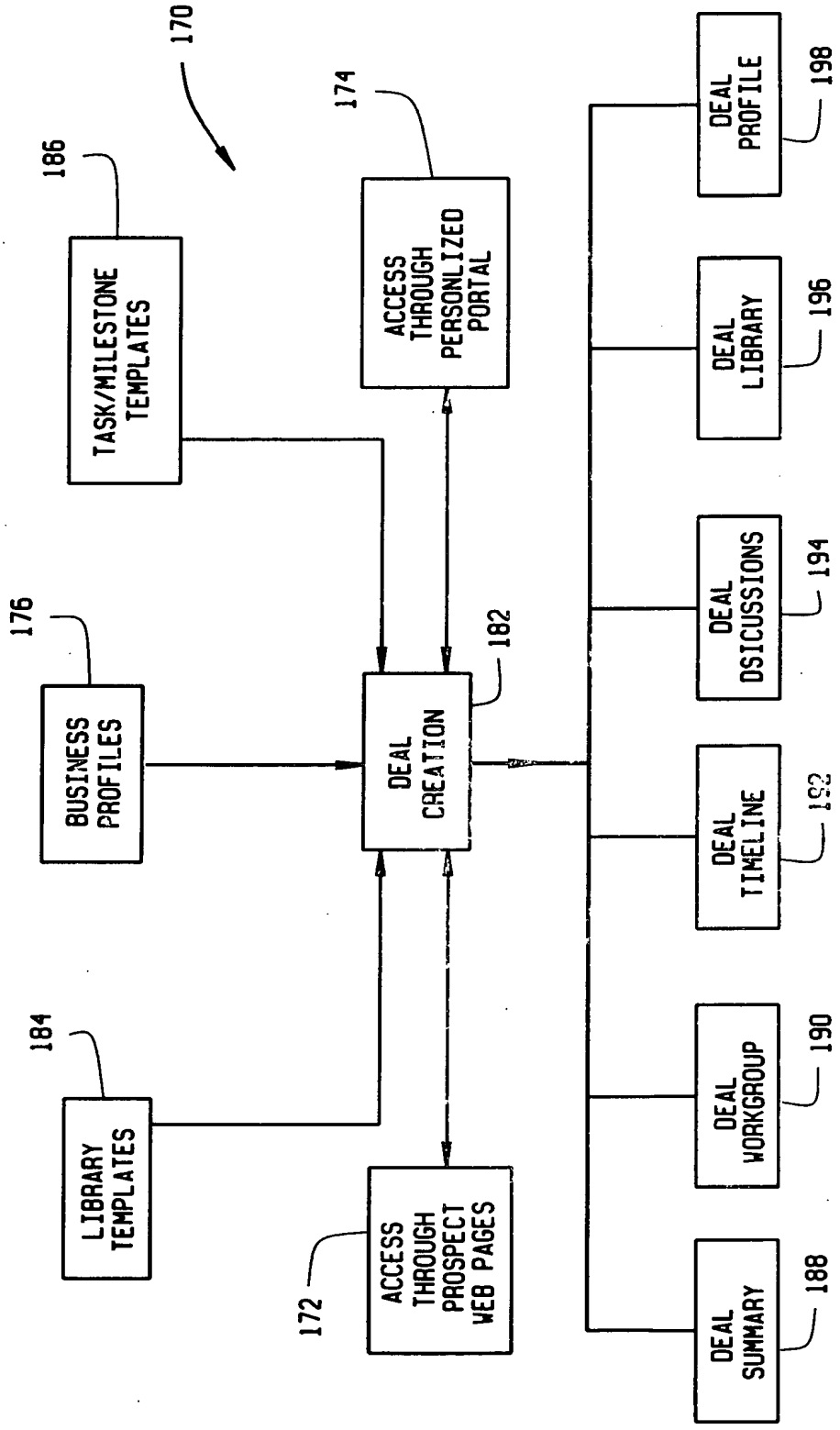

FIG. 4

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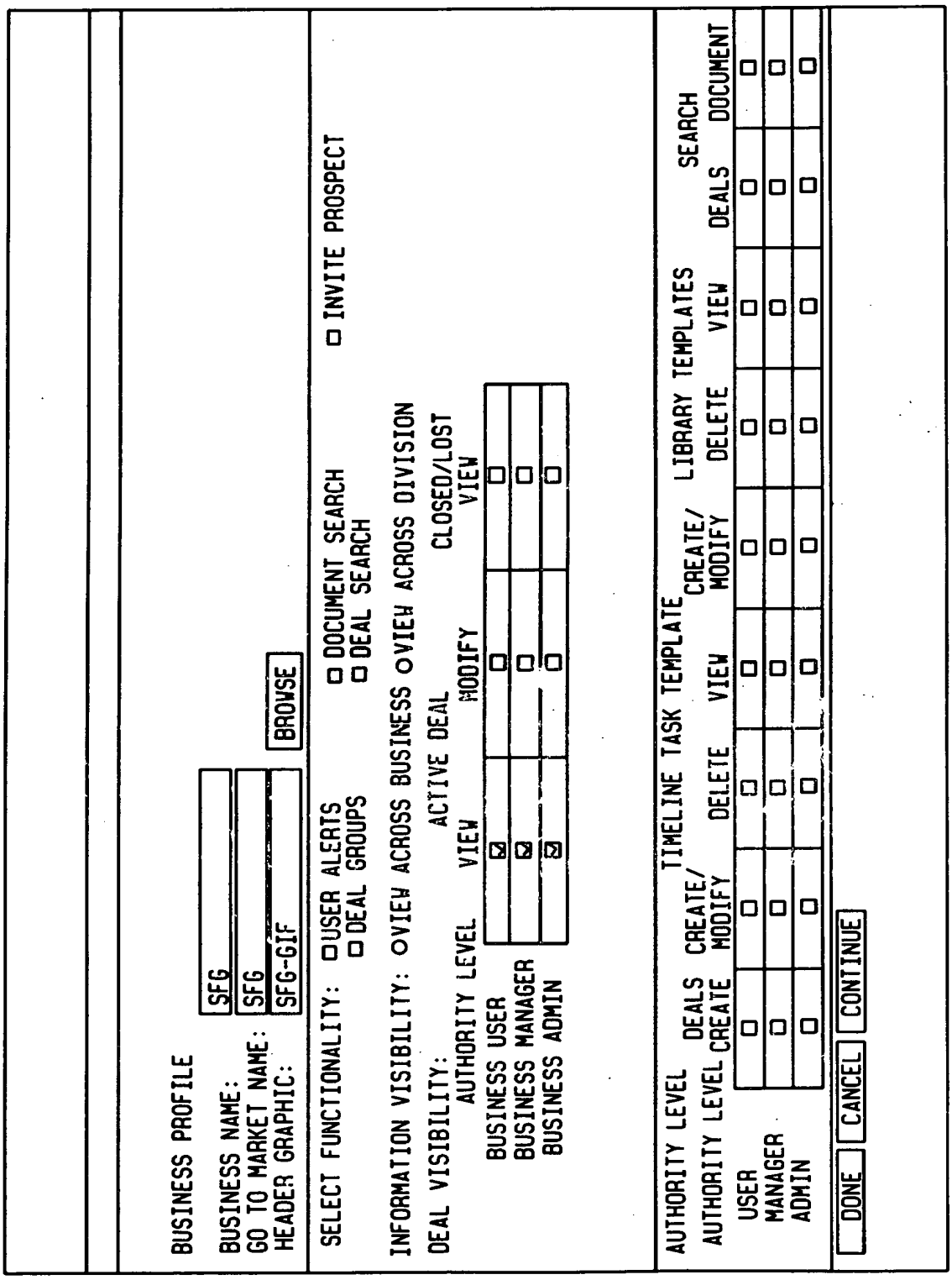

FIG. 5

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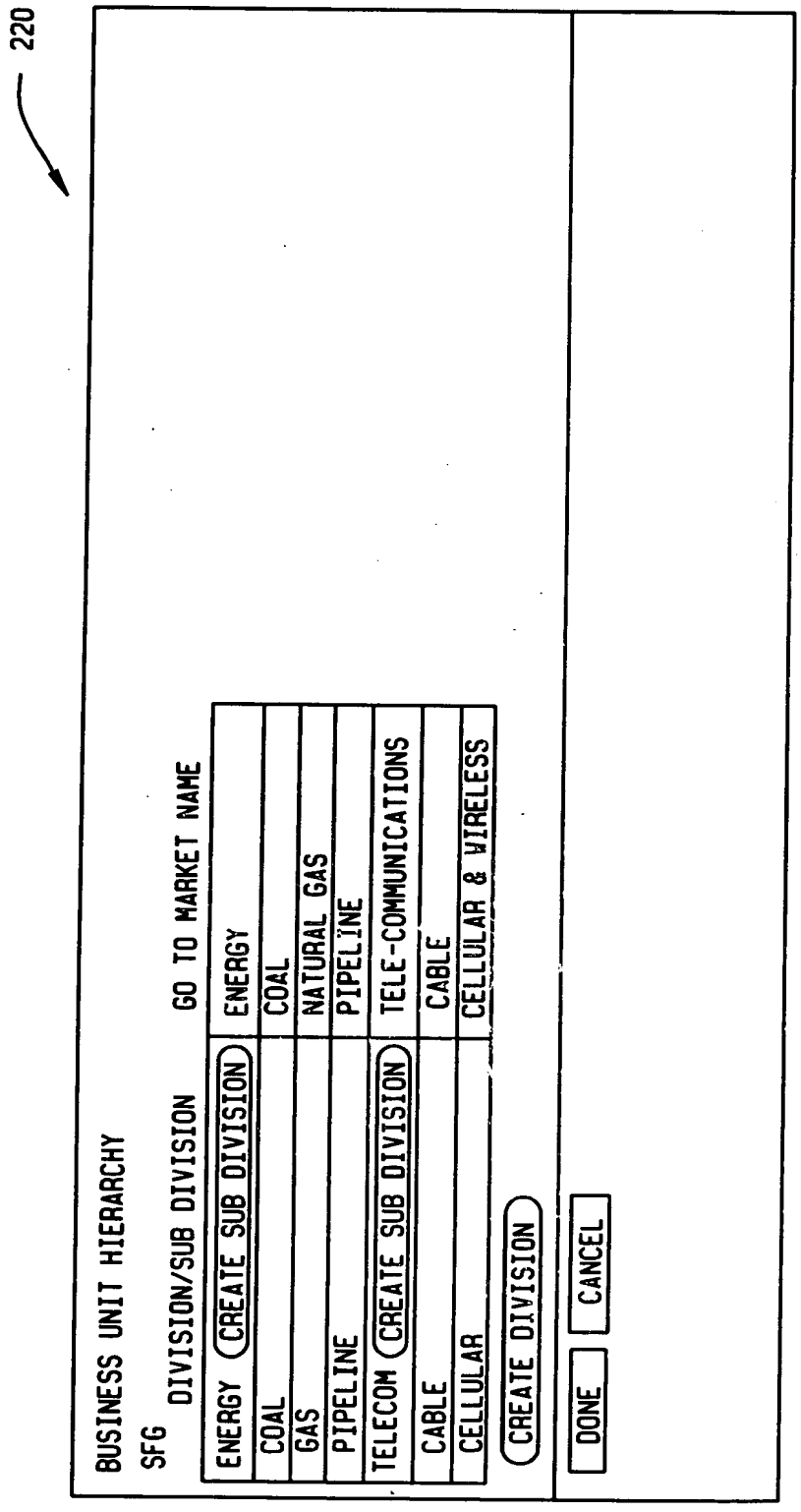

FIG. 6

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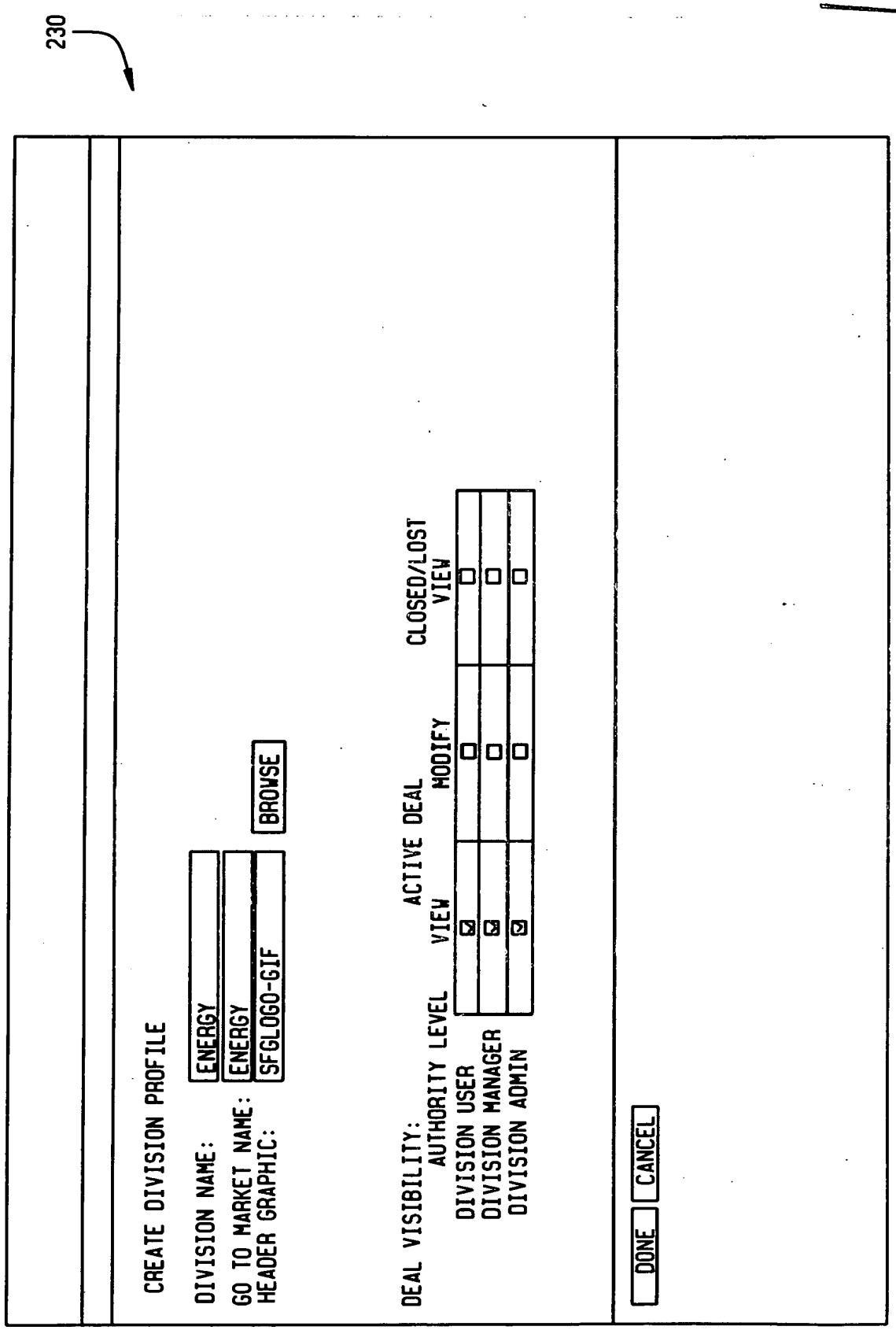

FIG. 7

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Title: METHODS AND SYSTEMS FOR IDENTIFYING PROSPECTIVE CUSTOMERS AND MANAGING DEALS
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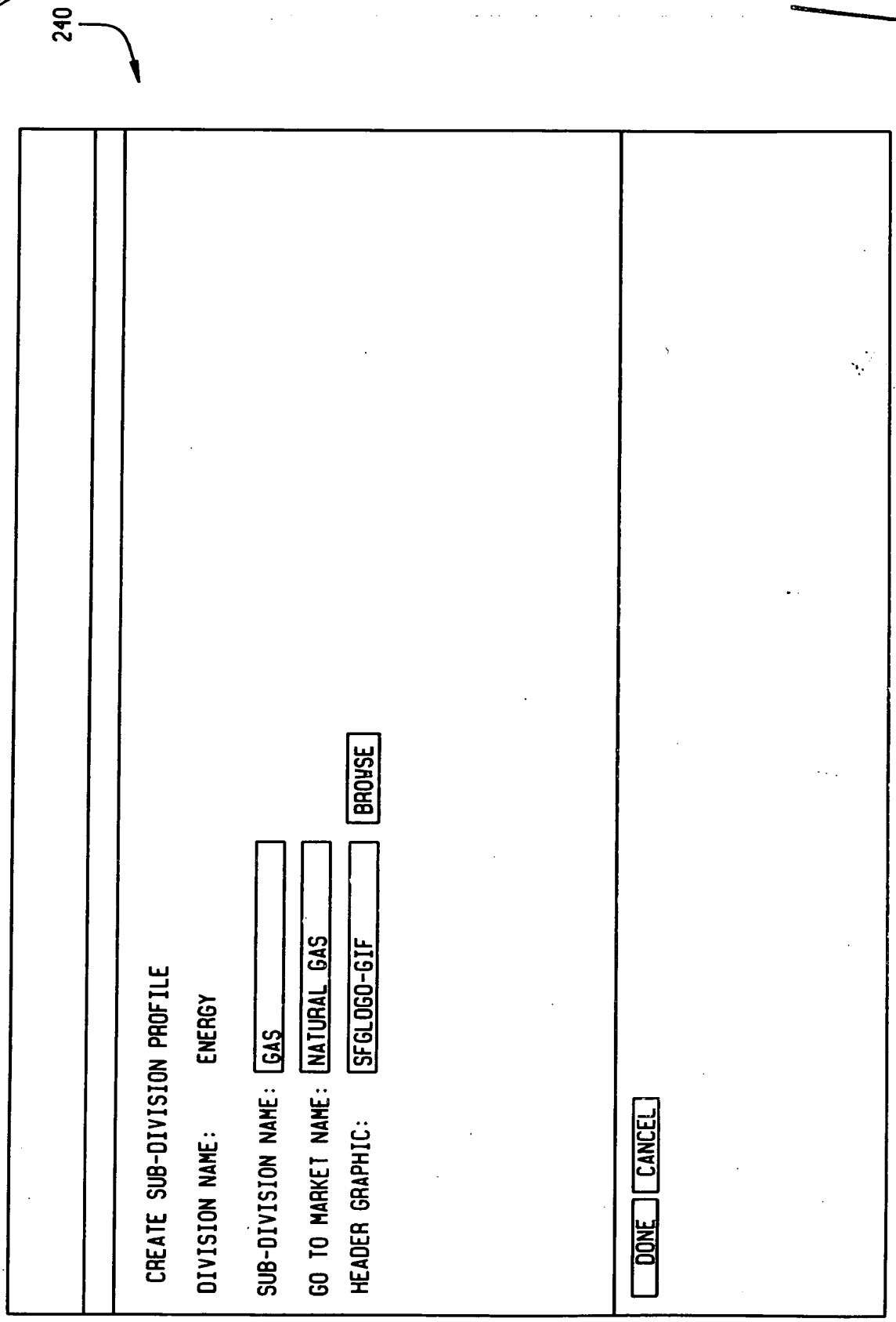

FIG. 8

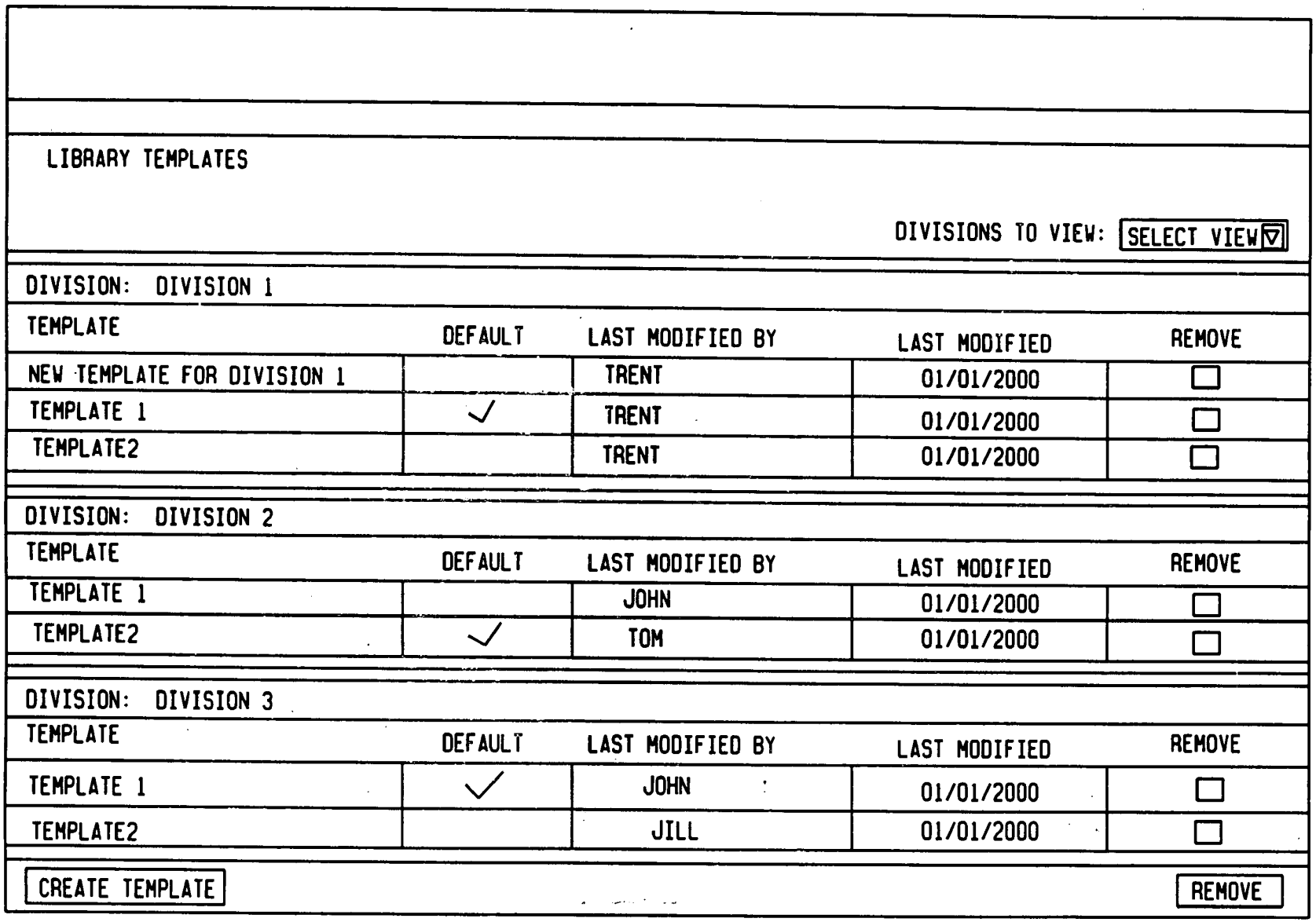

FIG. 9

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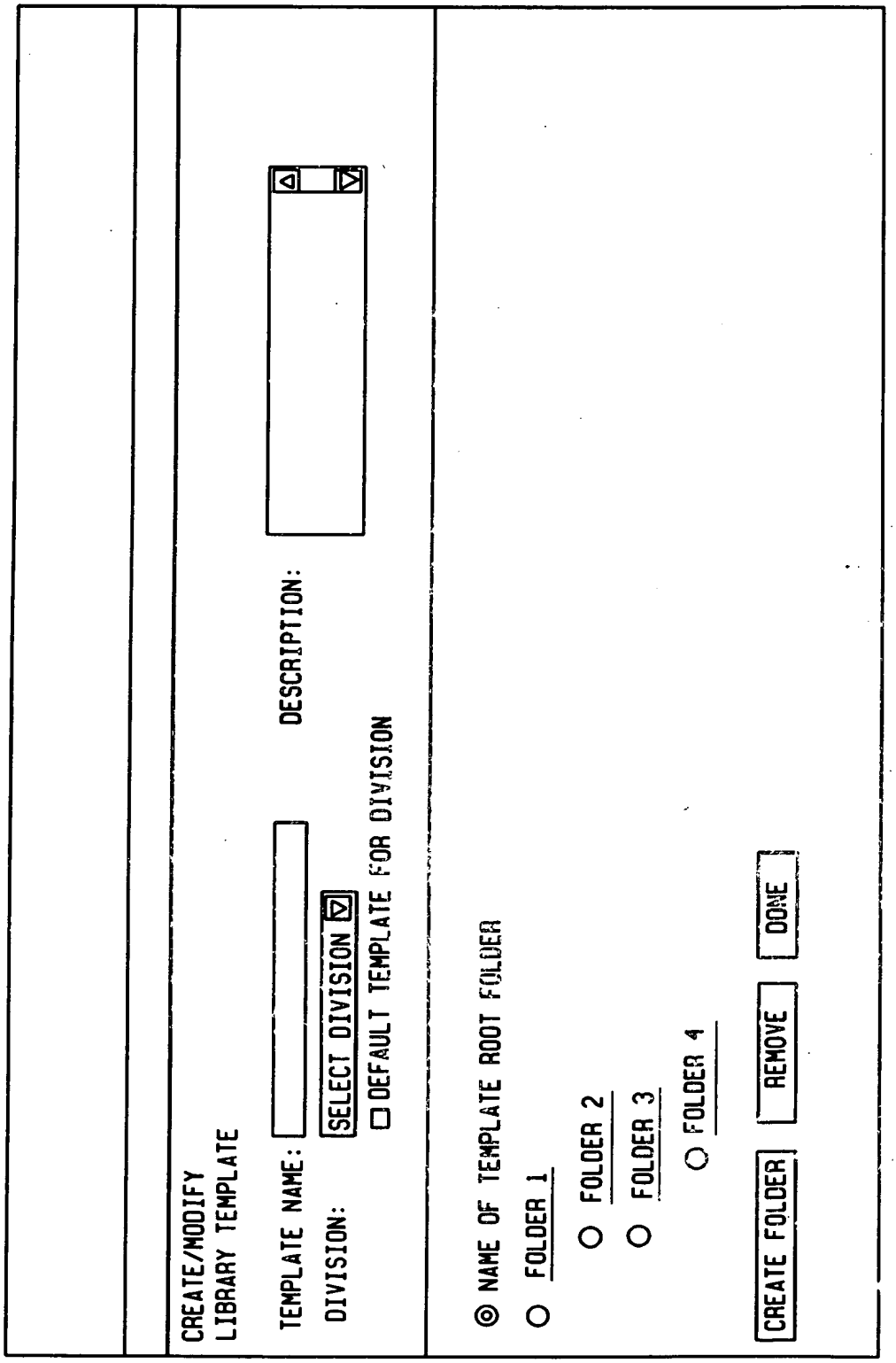

FIG. 10

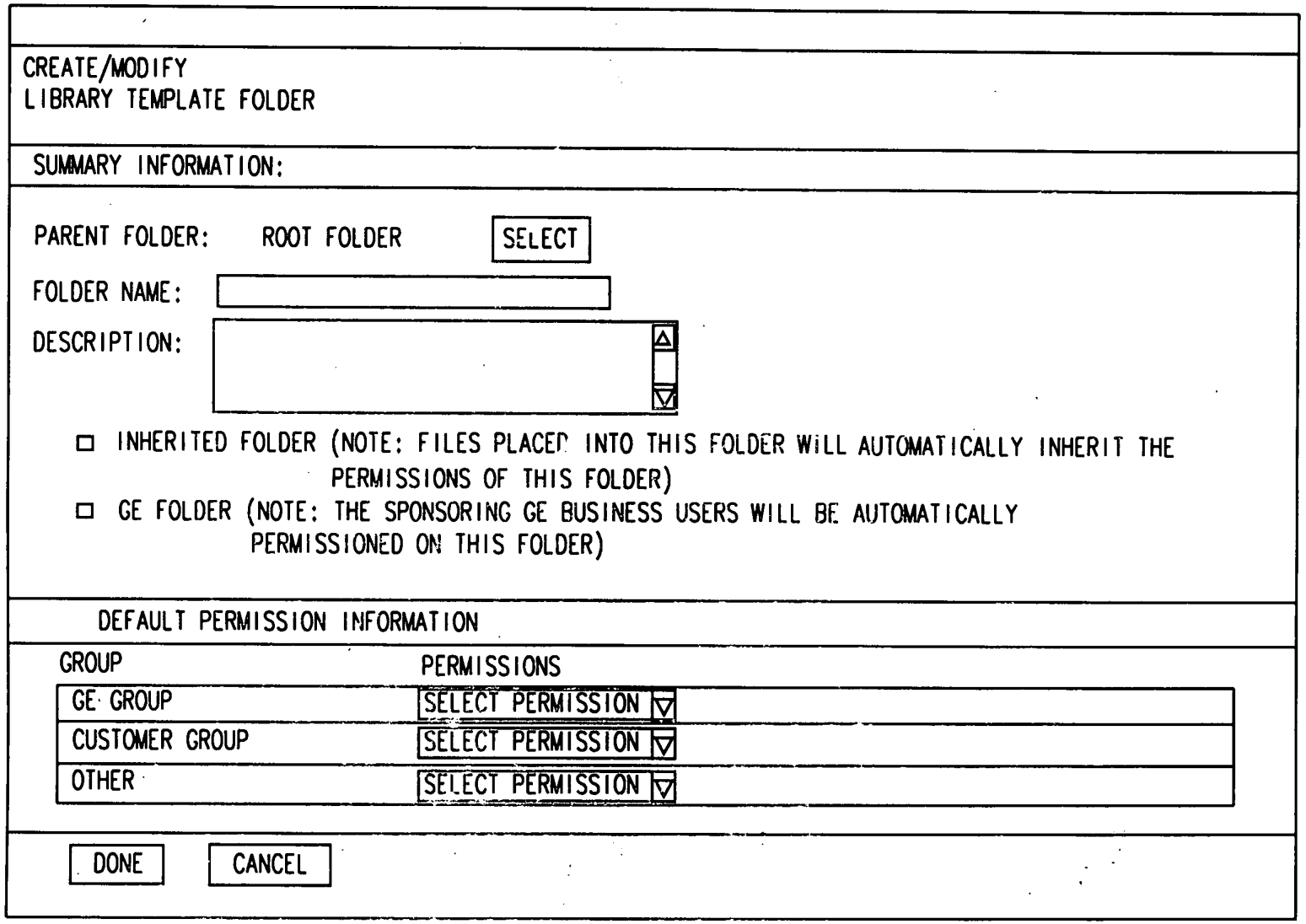

FIG. 11

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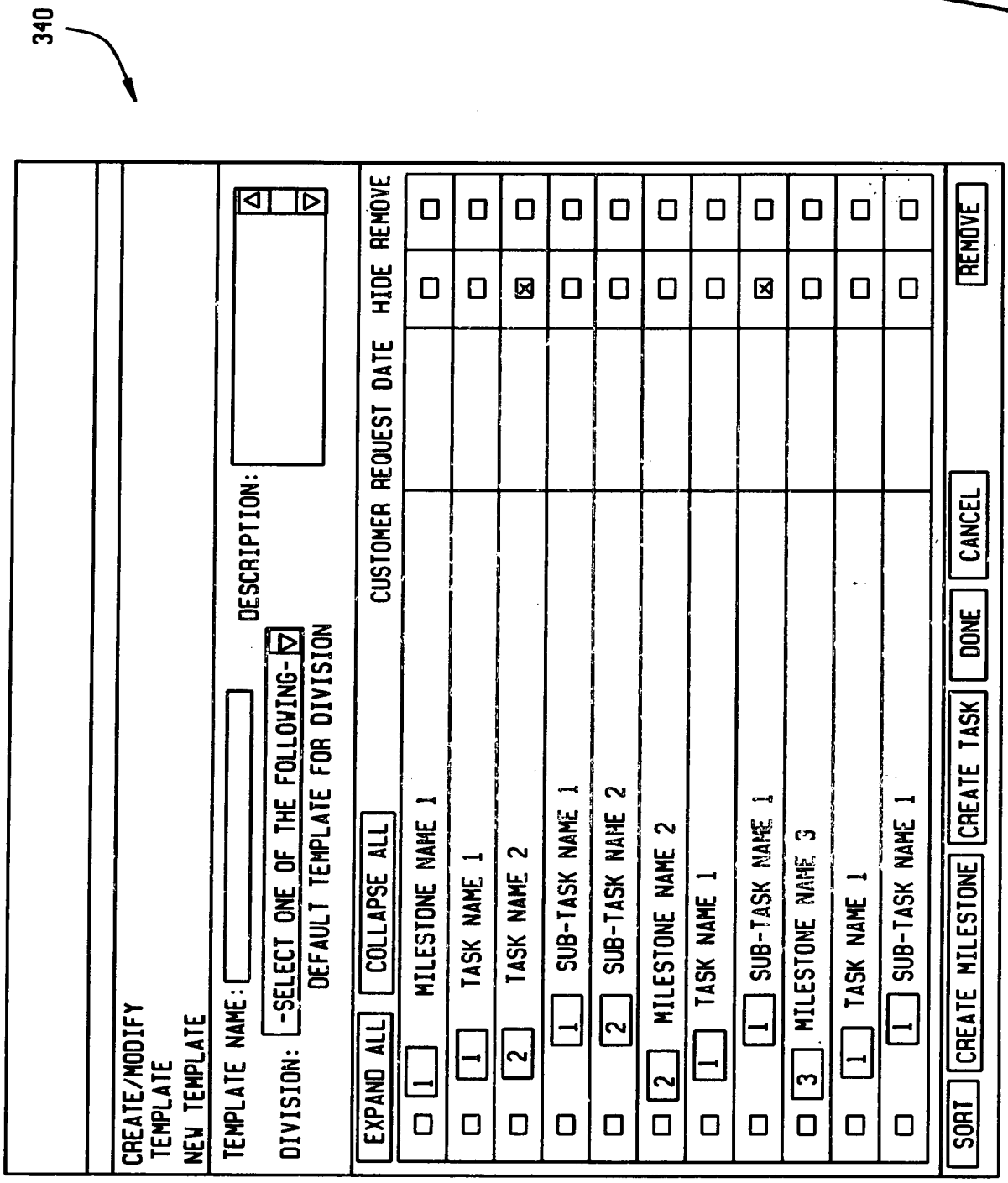

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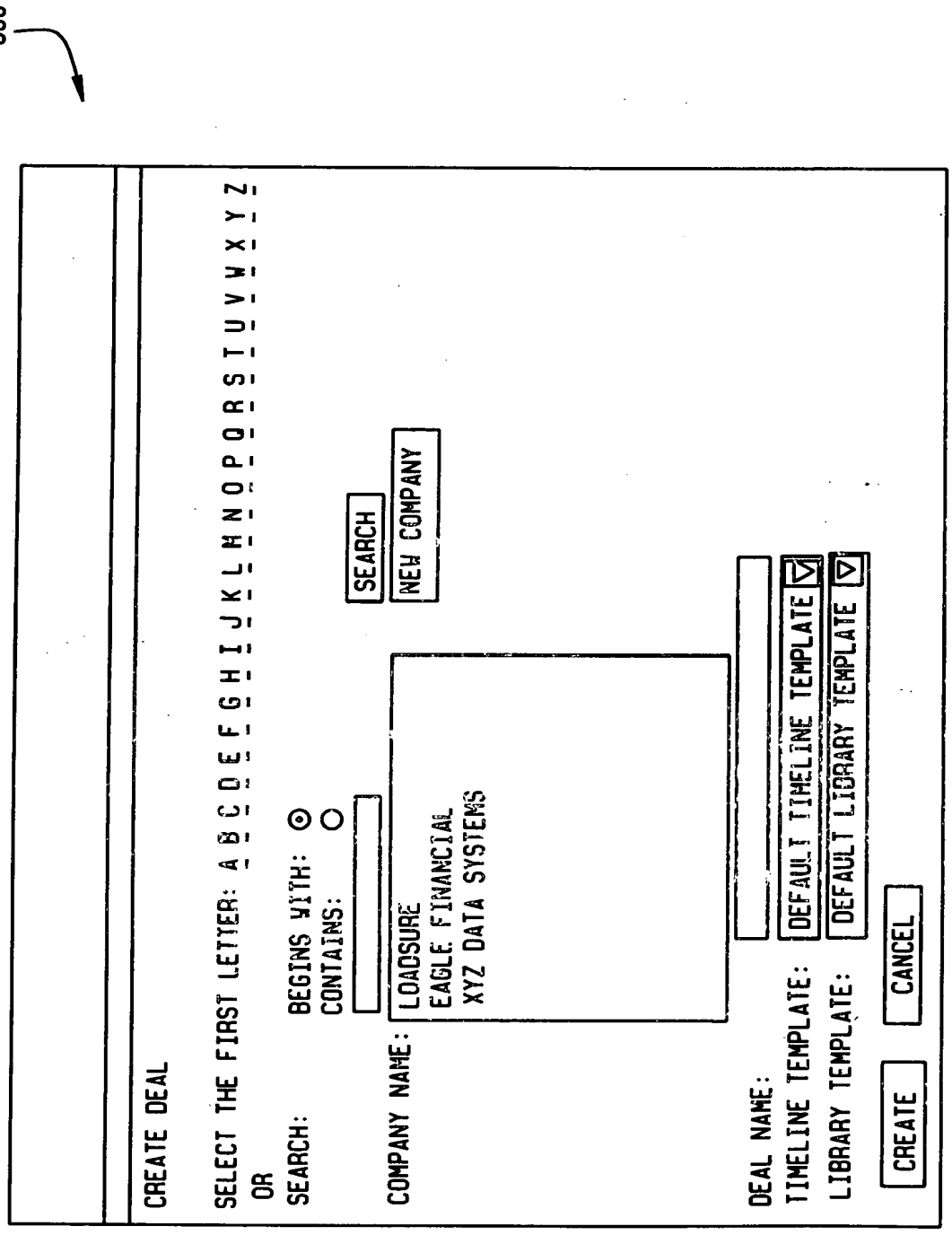

FIG. 14

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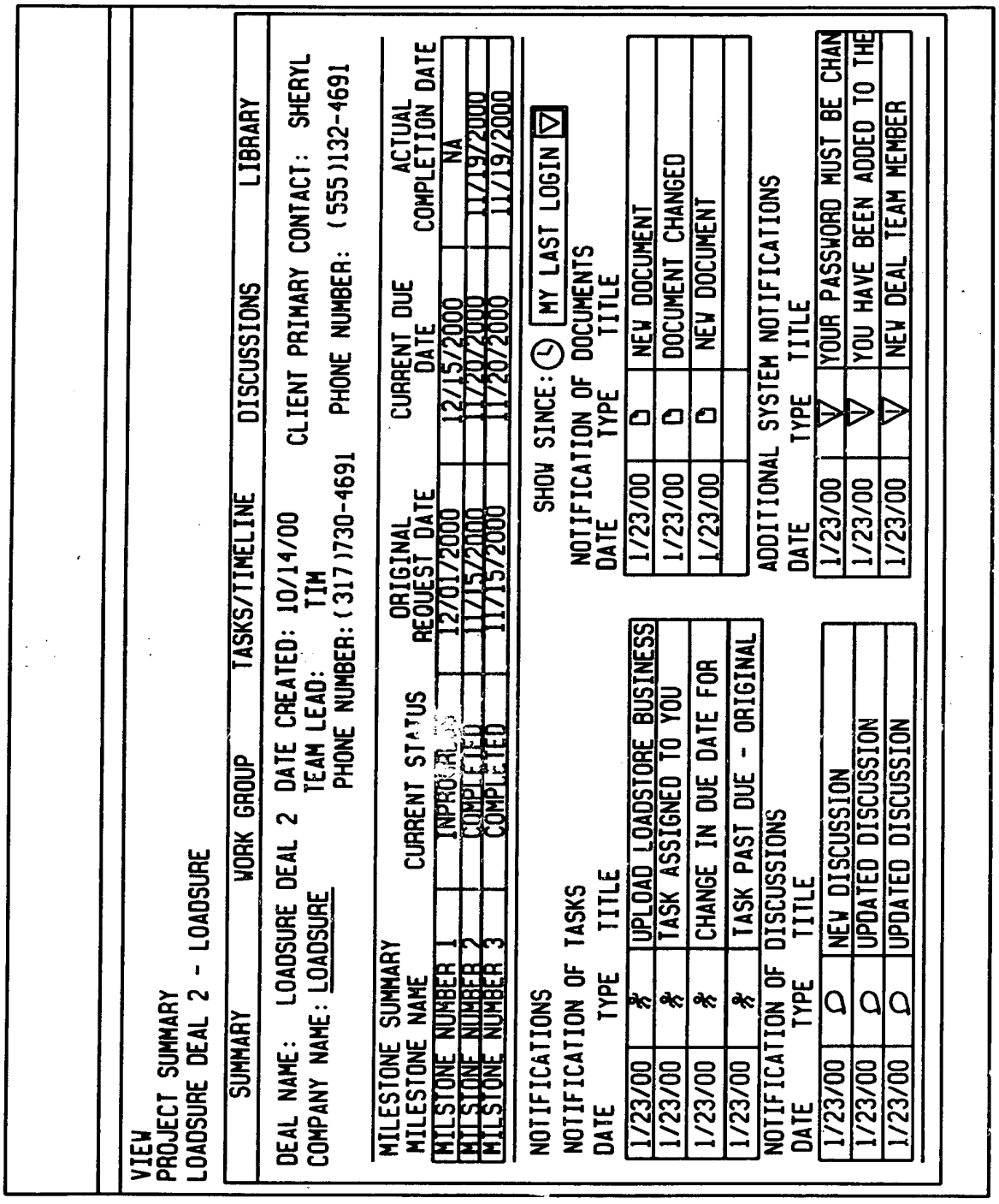

FIG. 15

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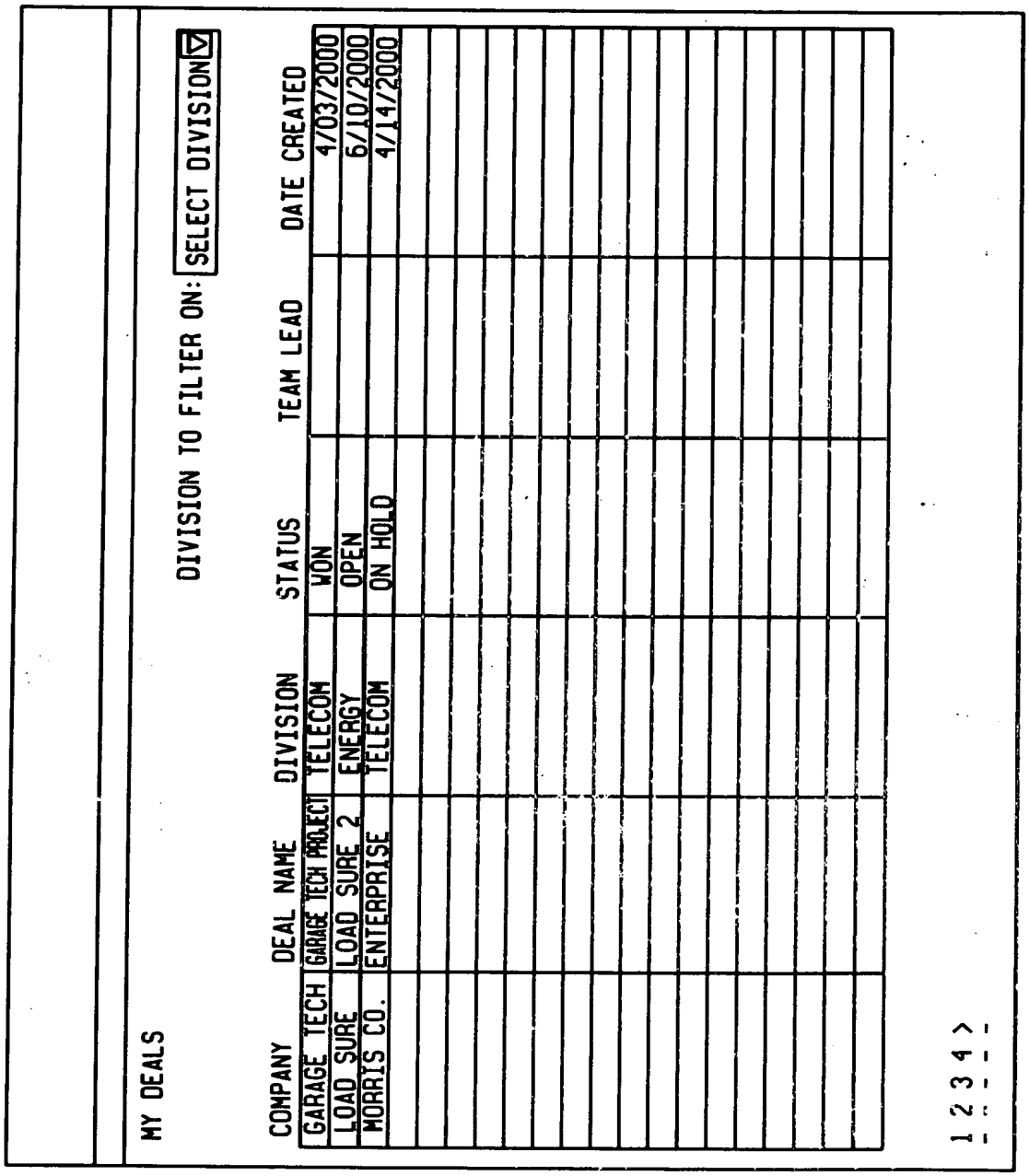

FIG. 16

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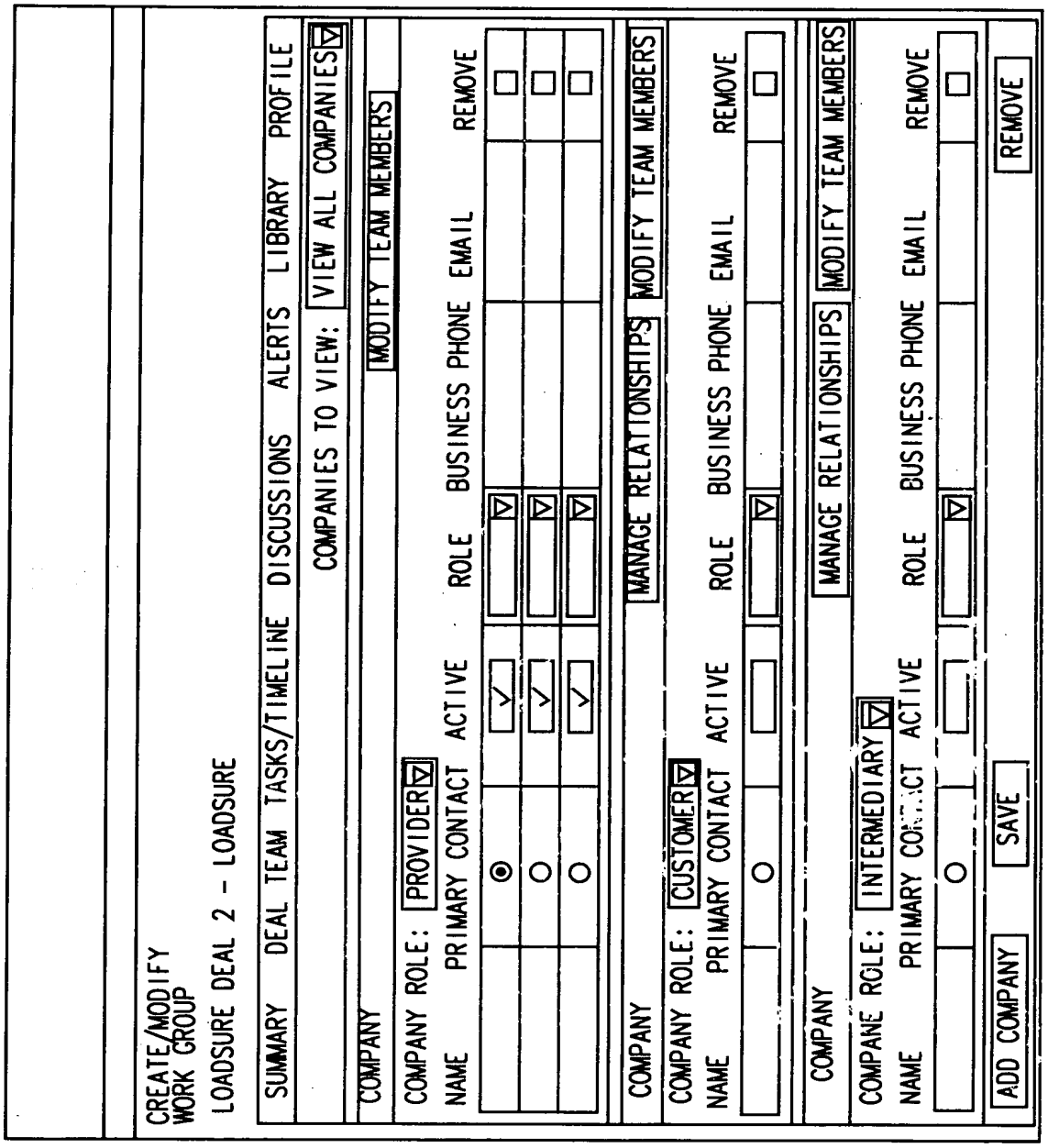

FIG. 17

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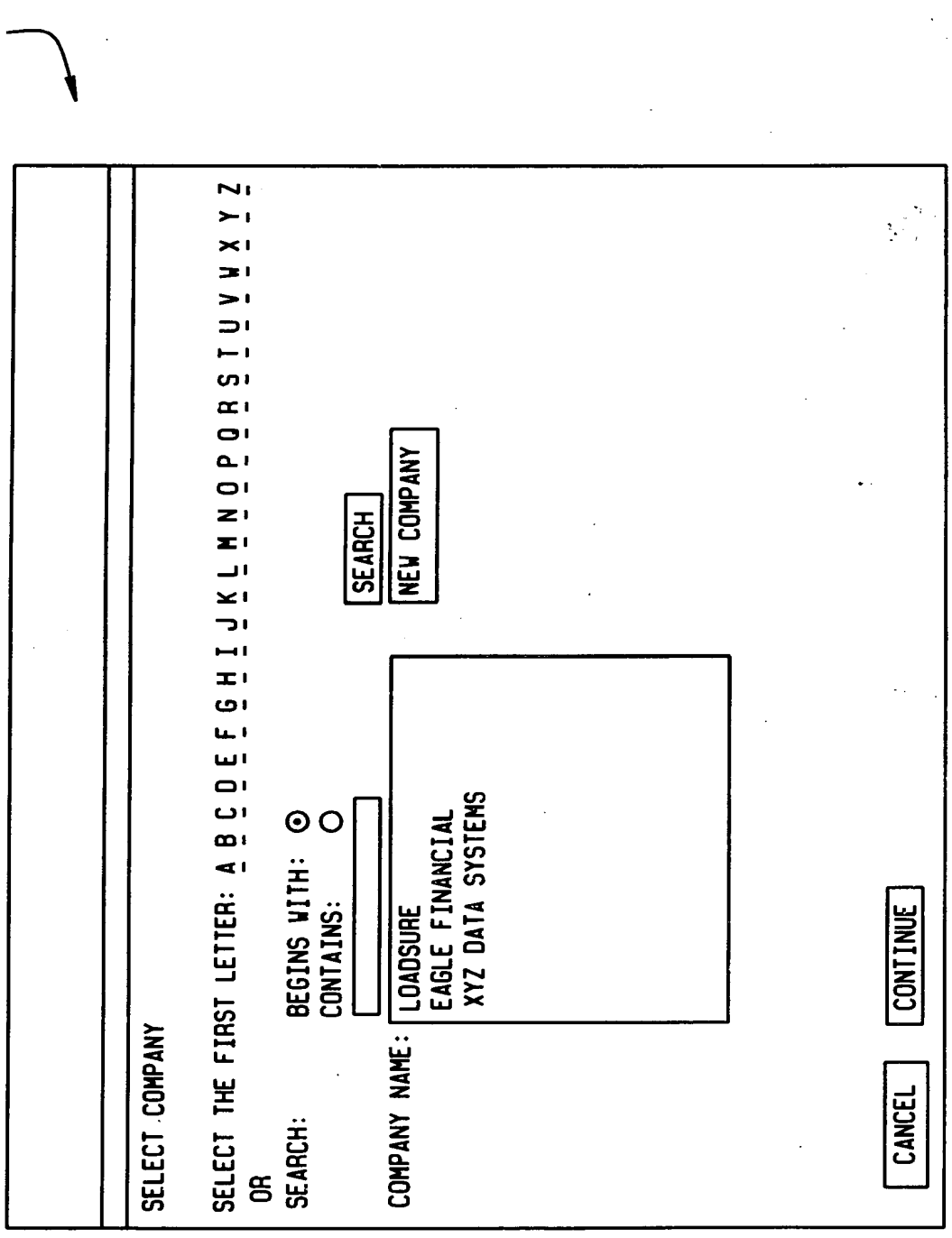

FIG. 18

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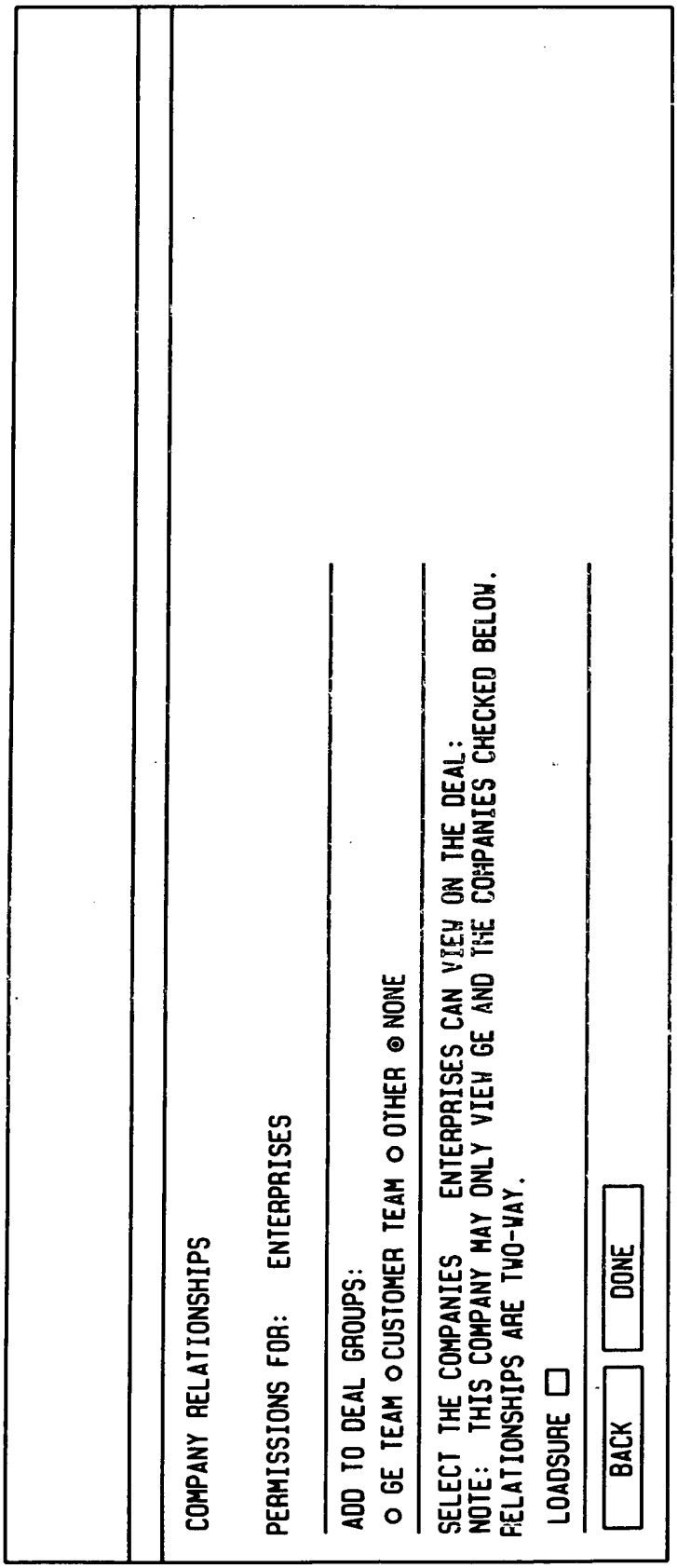

FIG. 19

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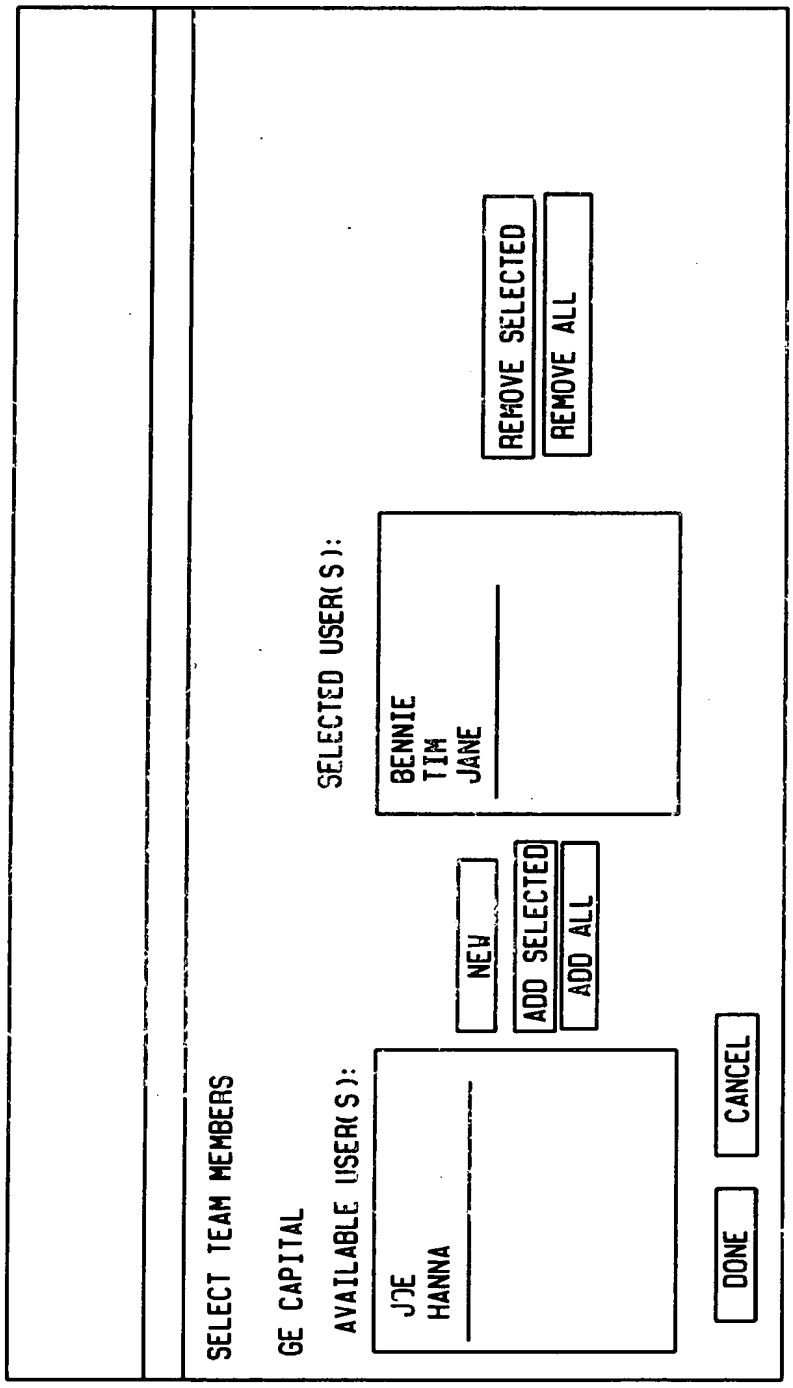

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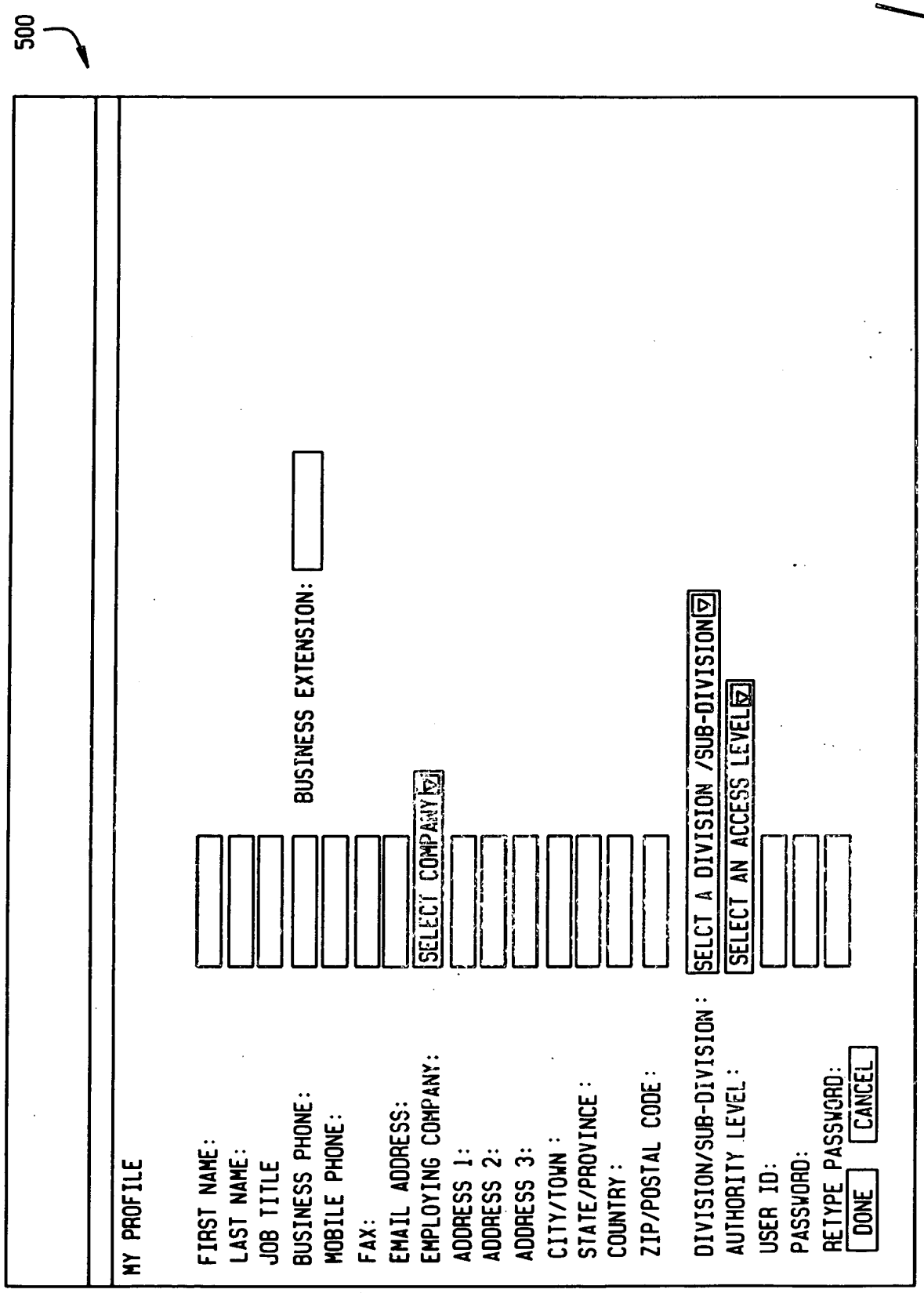

FIG. 21

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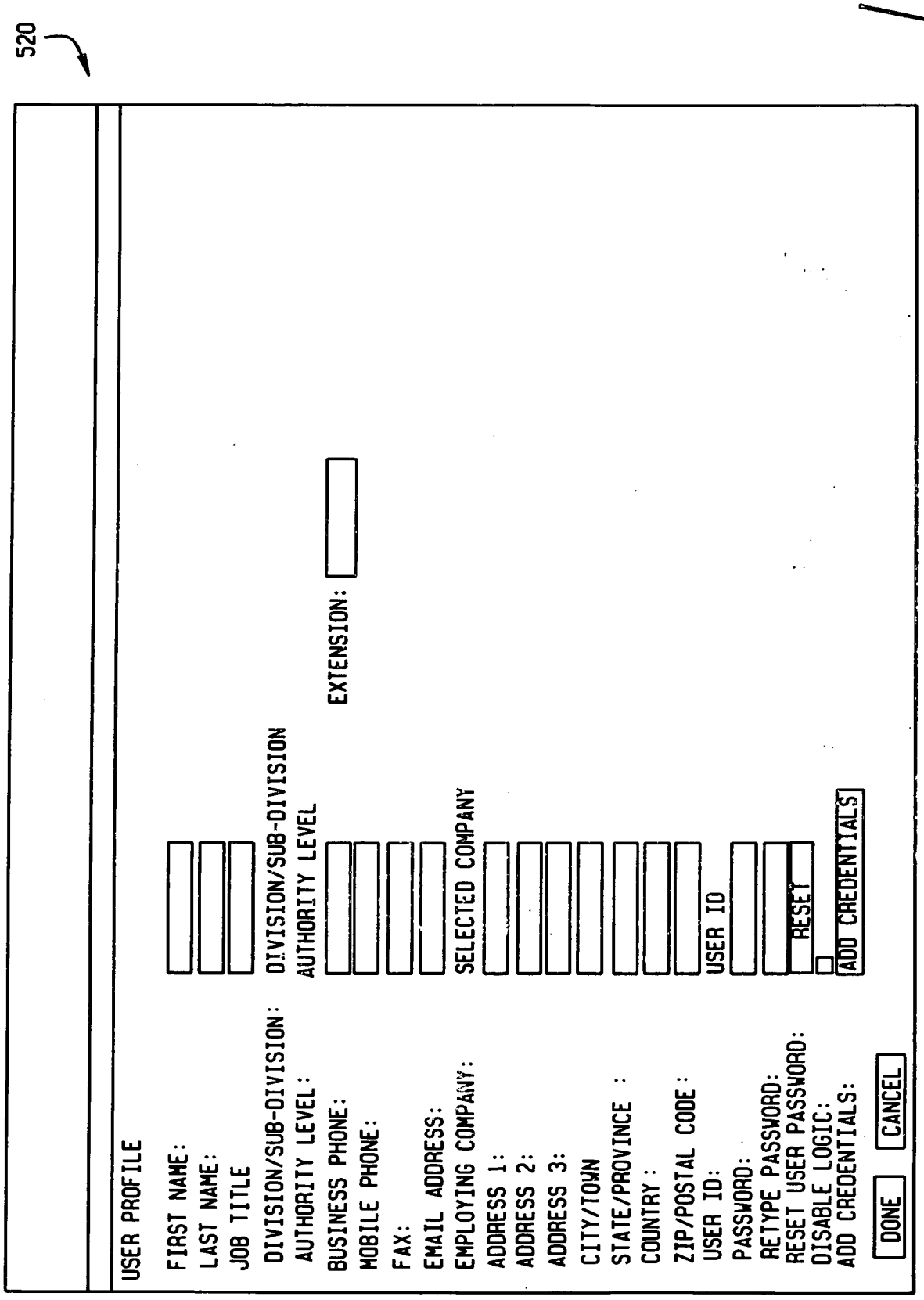

FIG. 22

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FIG. 23

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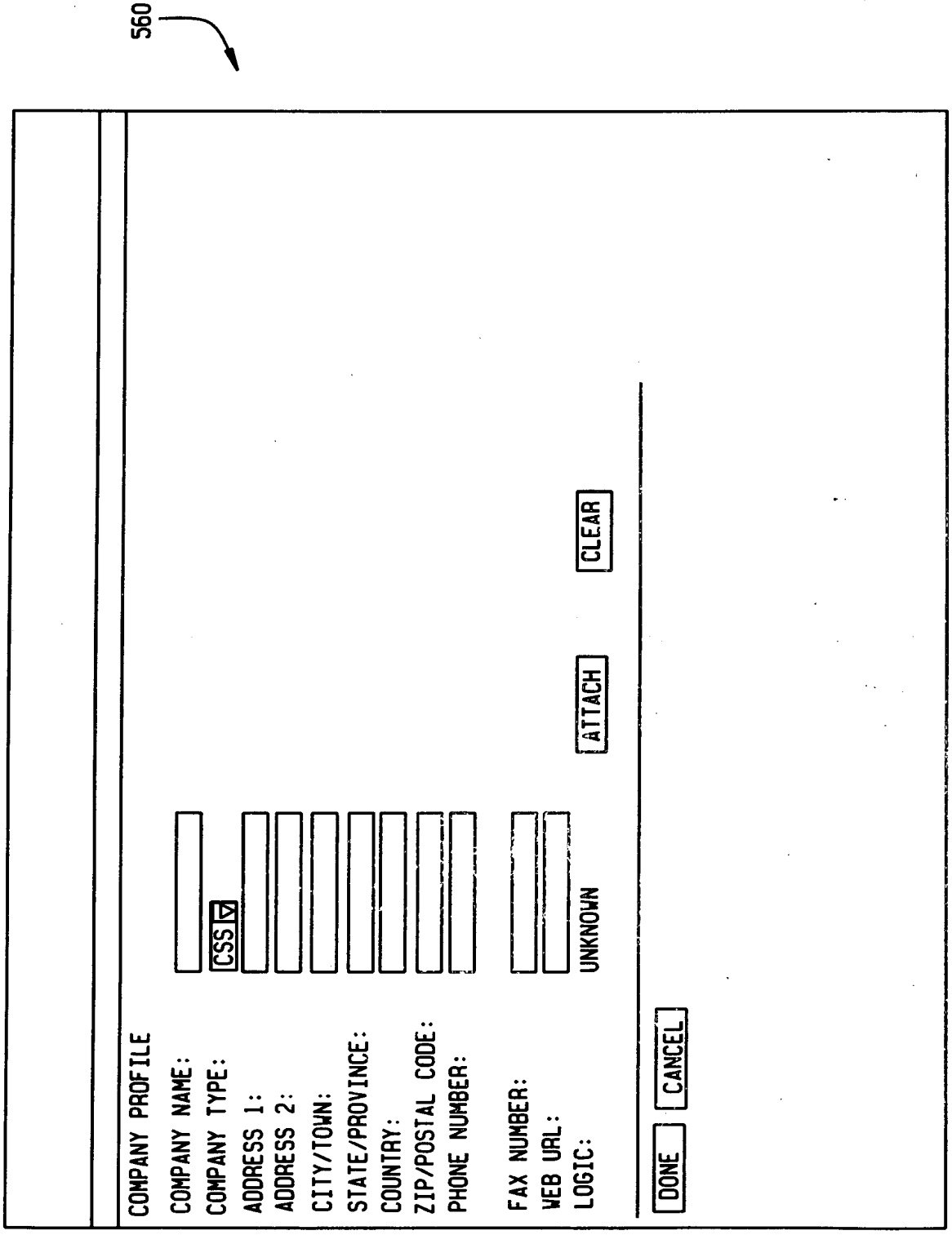

FIG. 24

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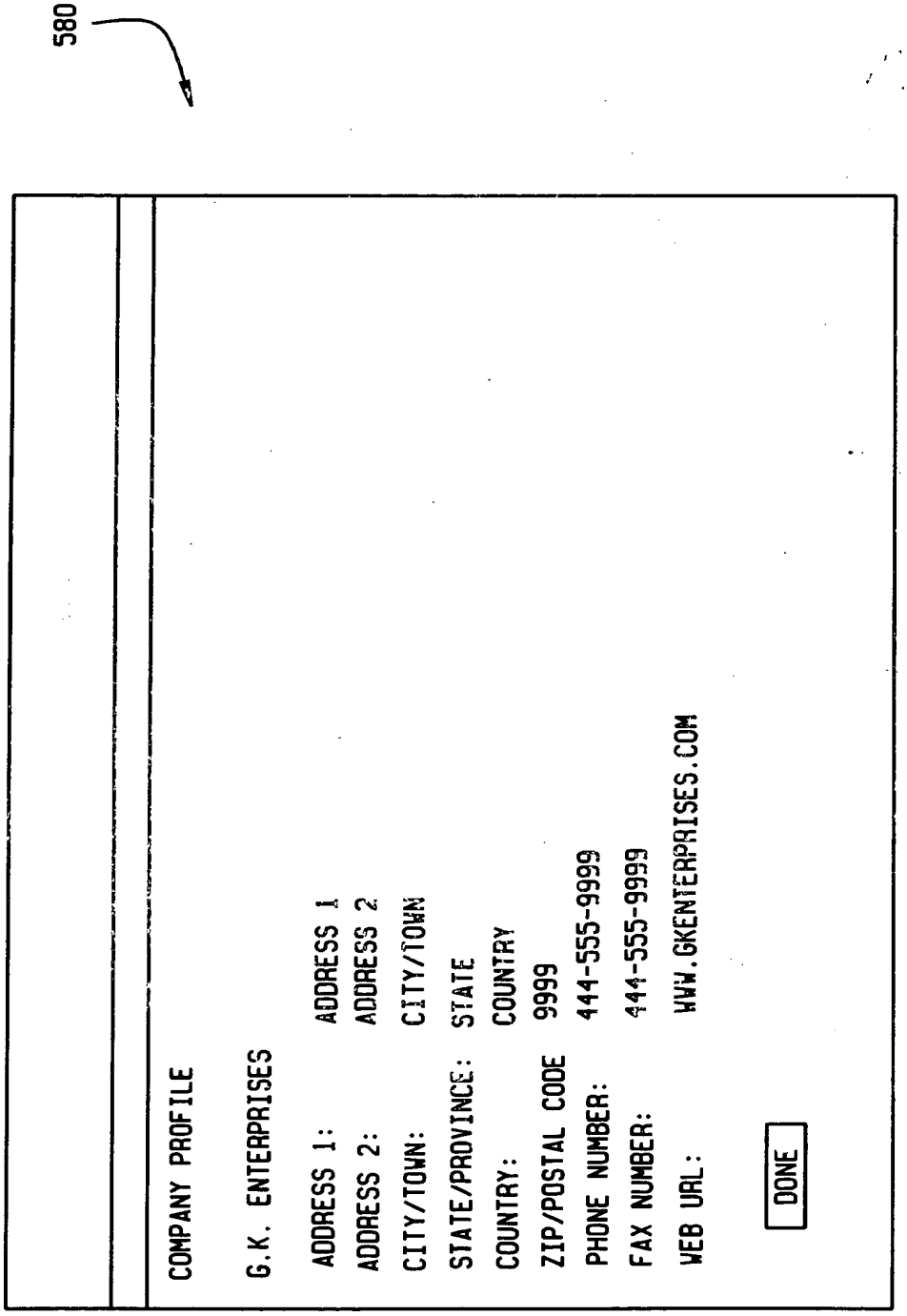

FIG. 25

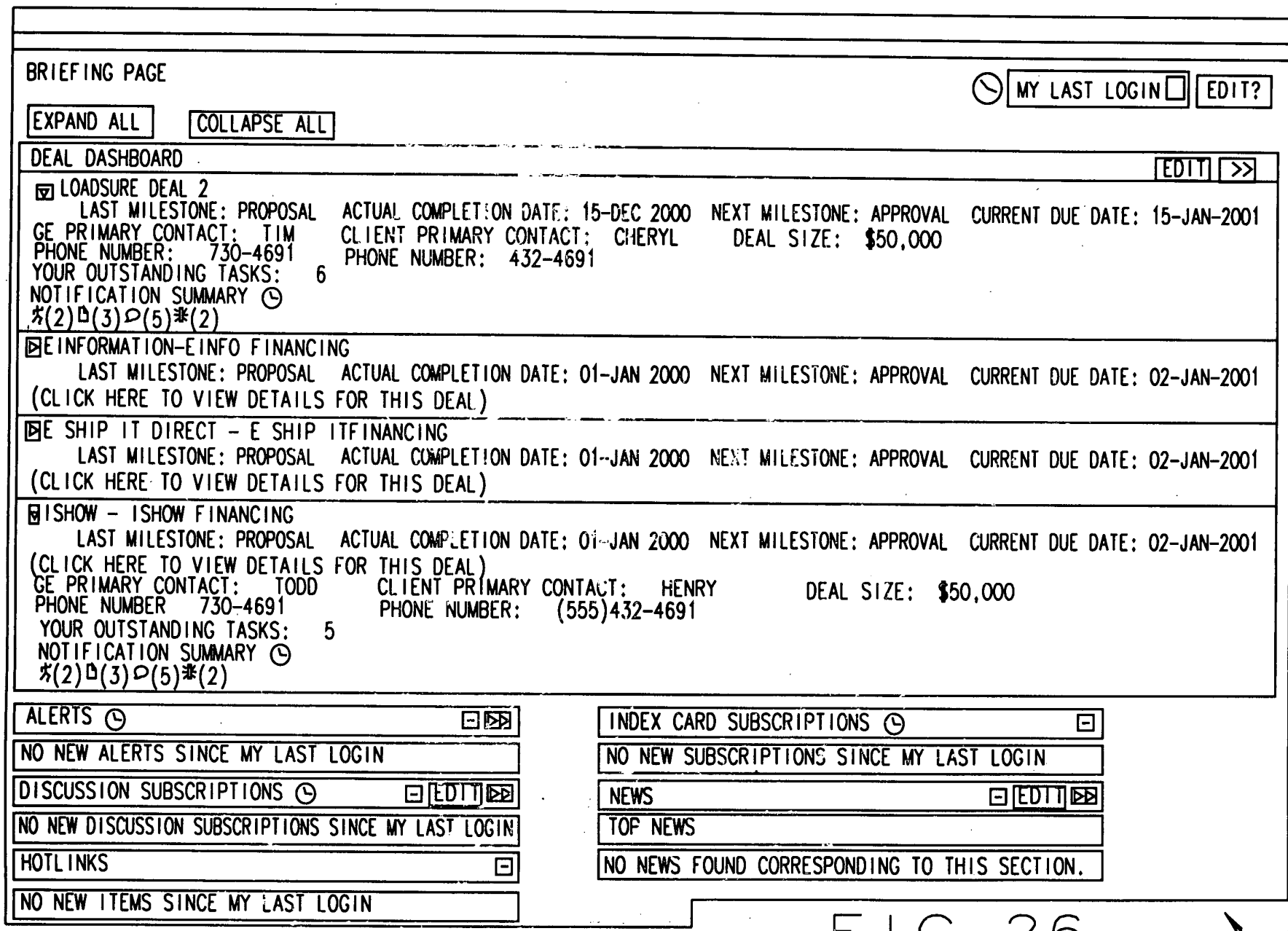

FIG. 26

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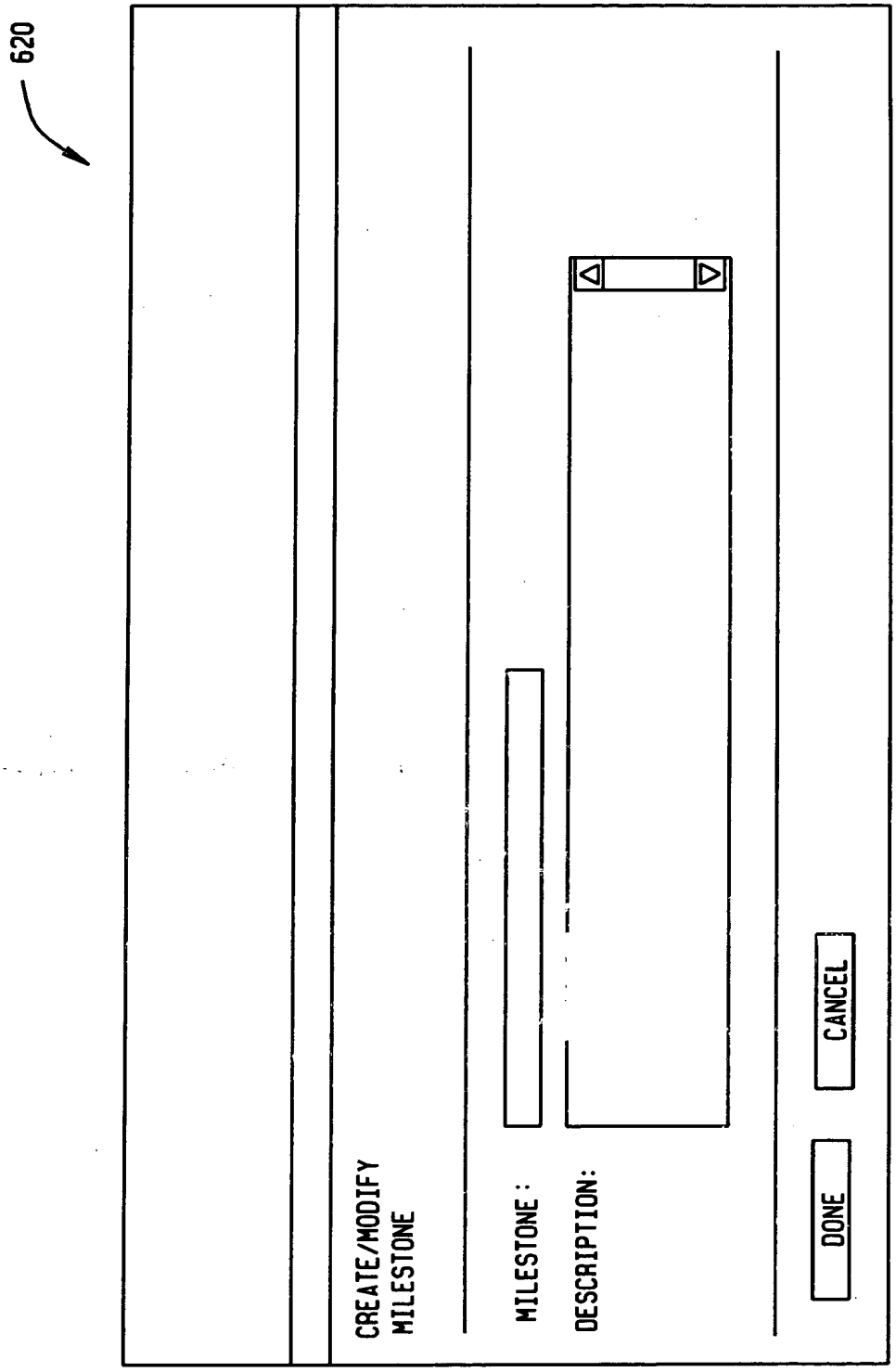

FIG. 27

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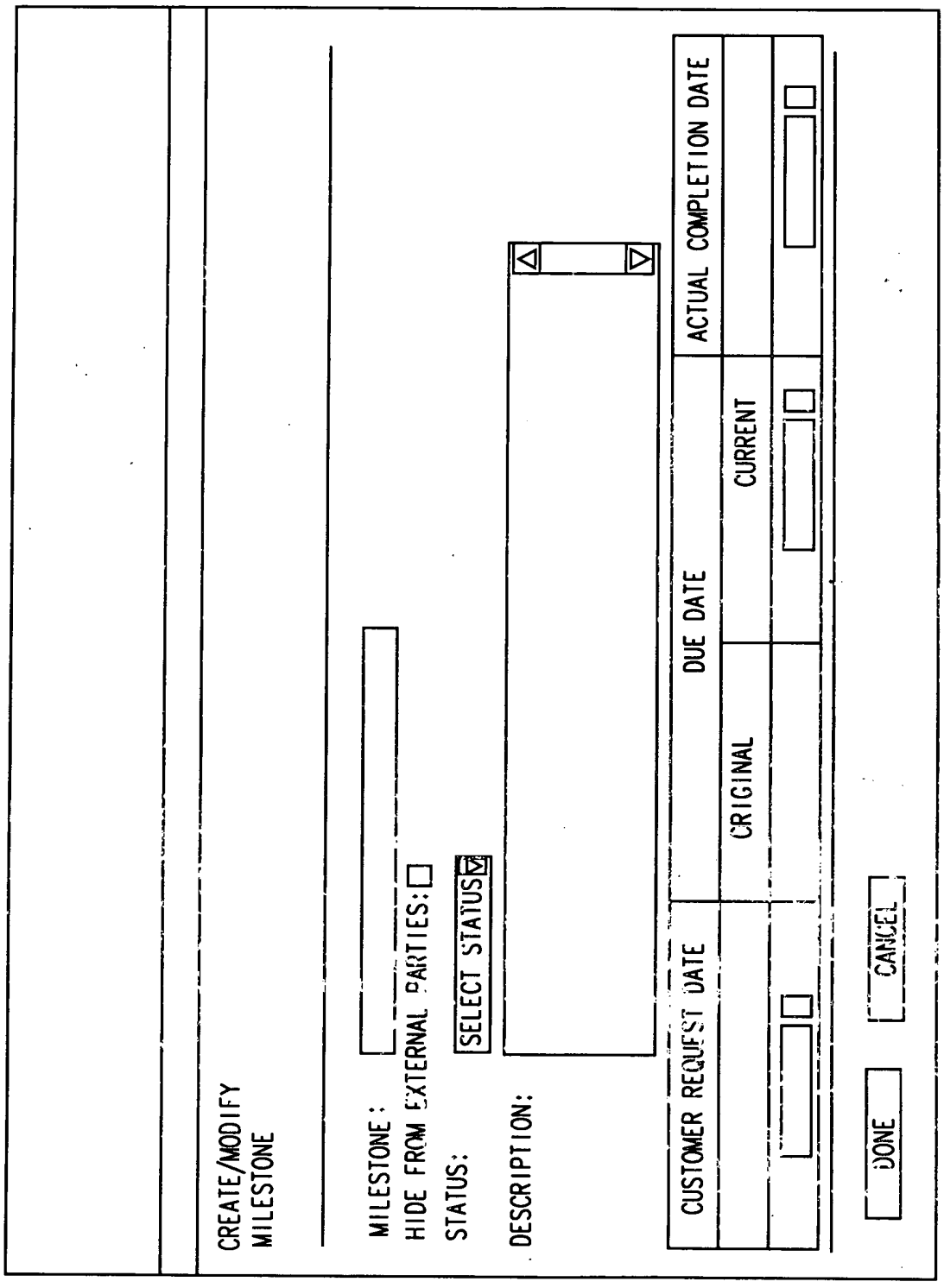

FIG. 28

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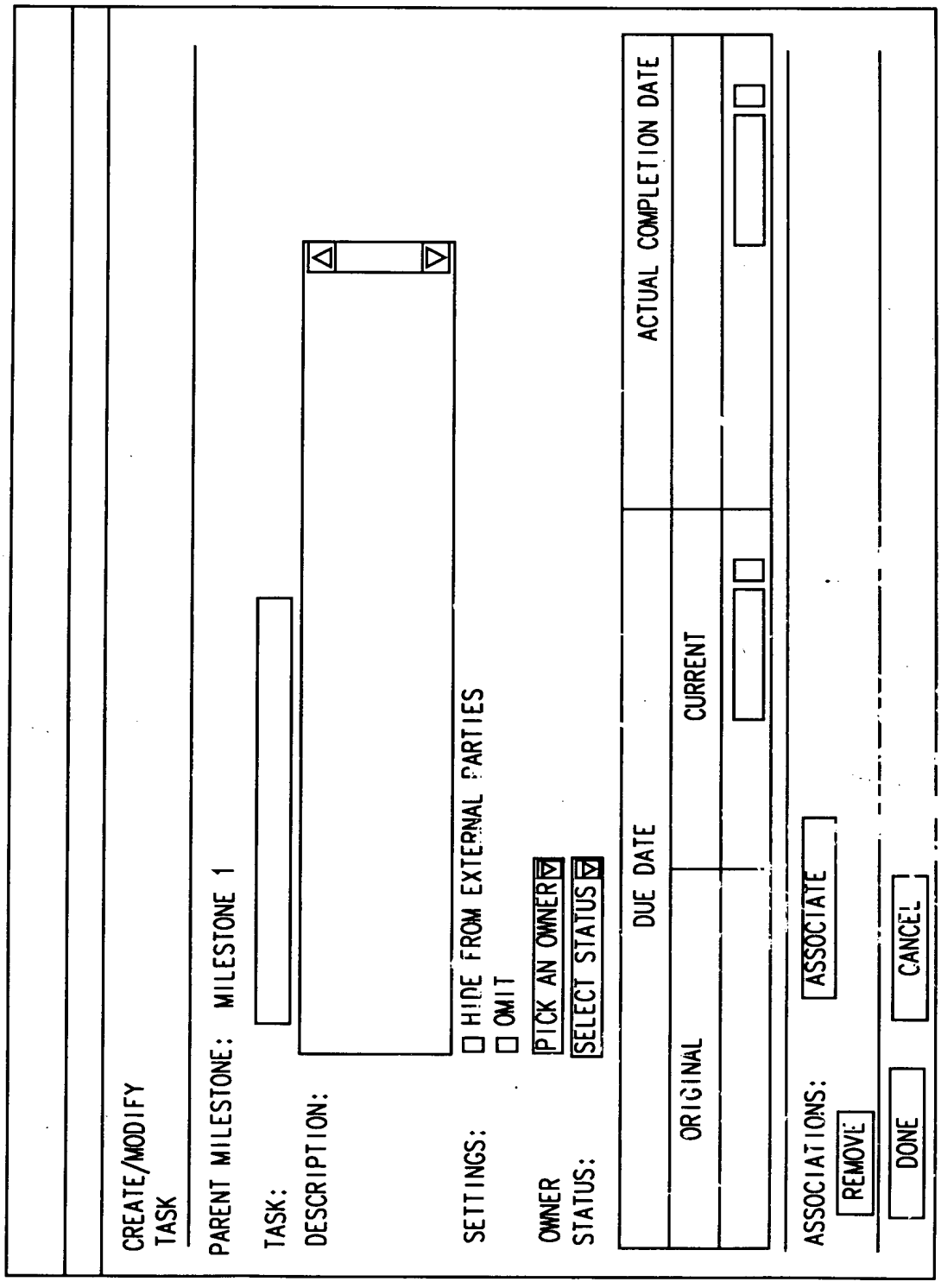

FIG. 29

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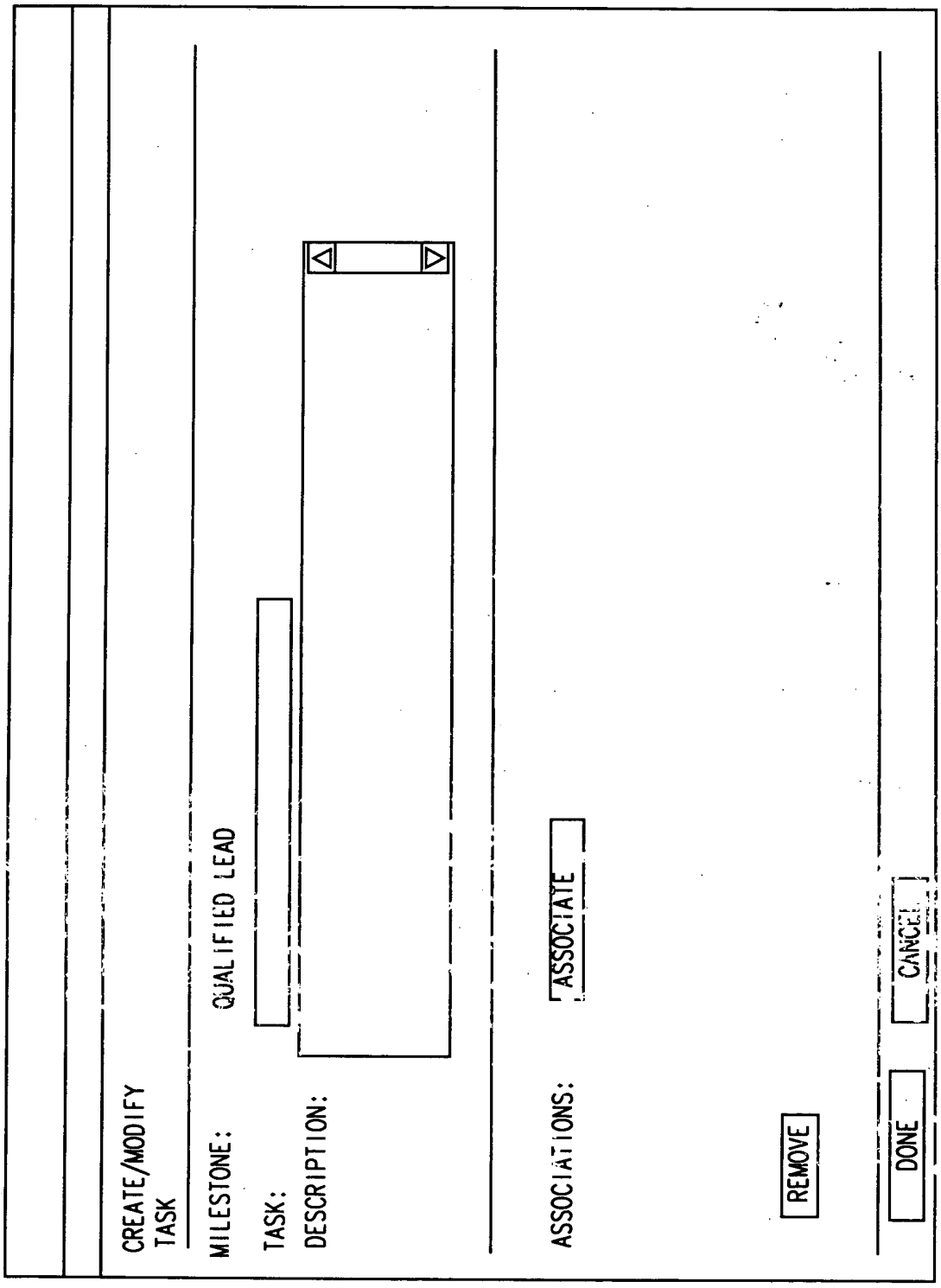

FIG. 30

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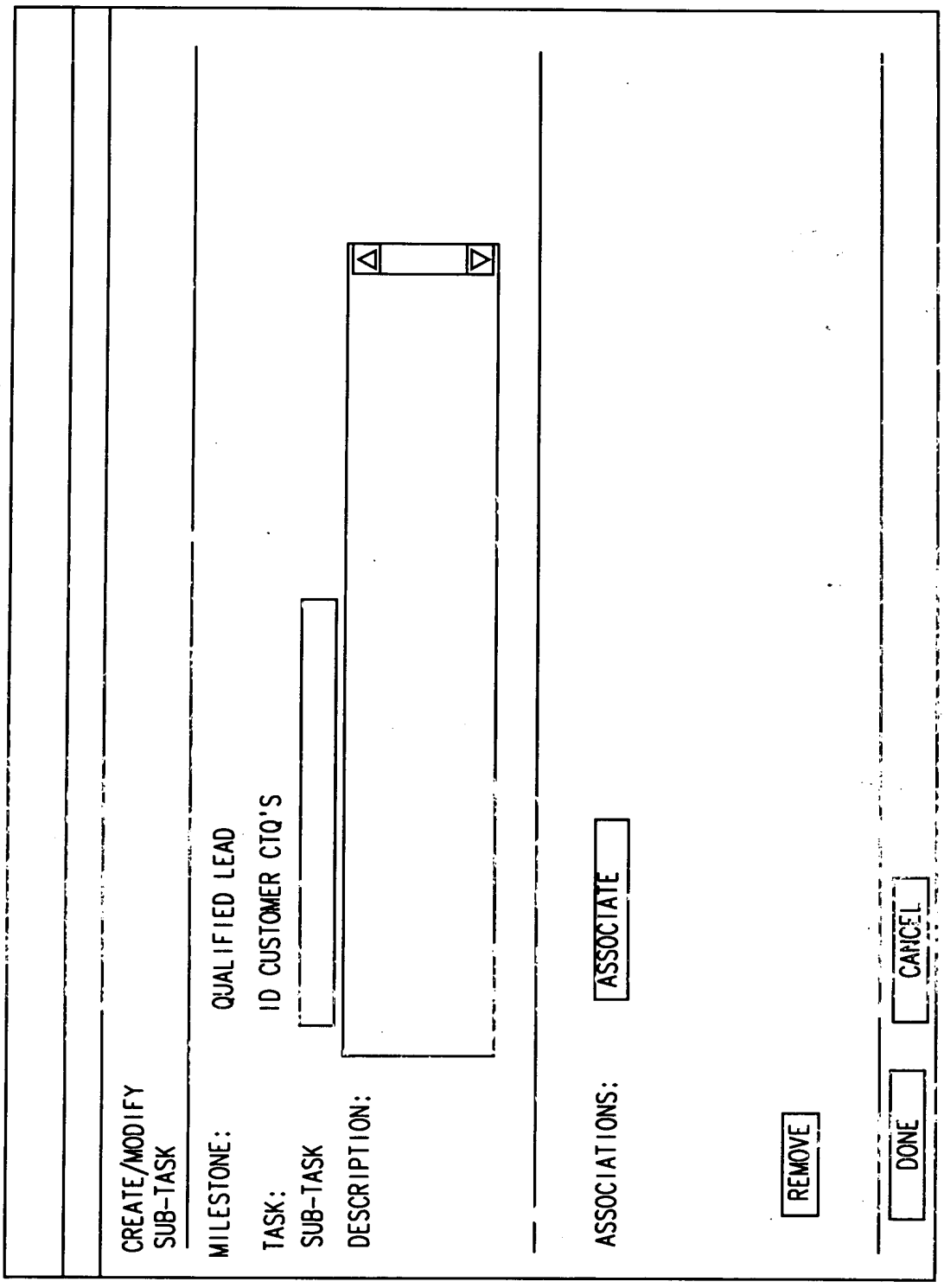

FIG. 31

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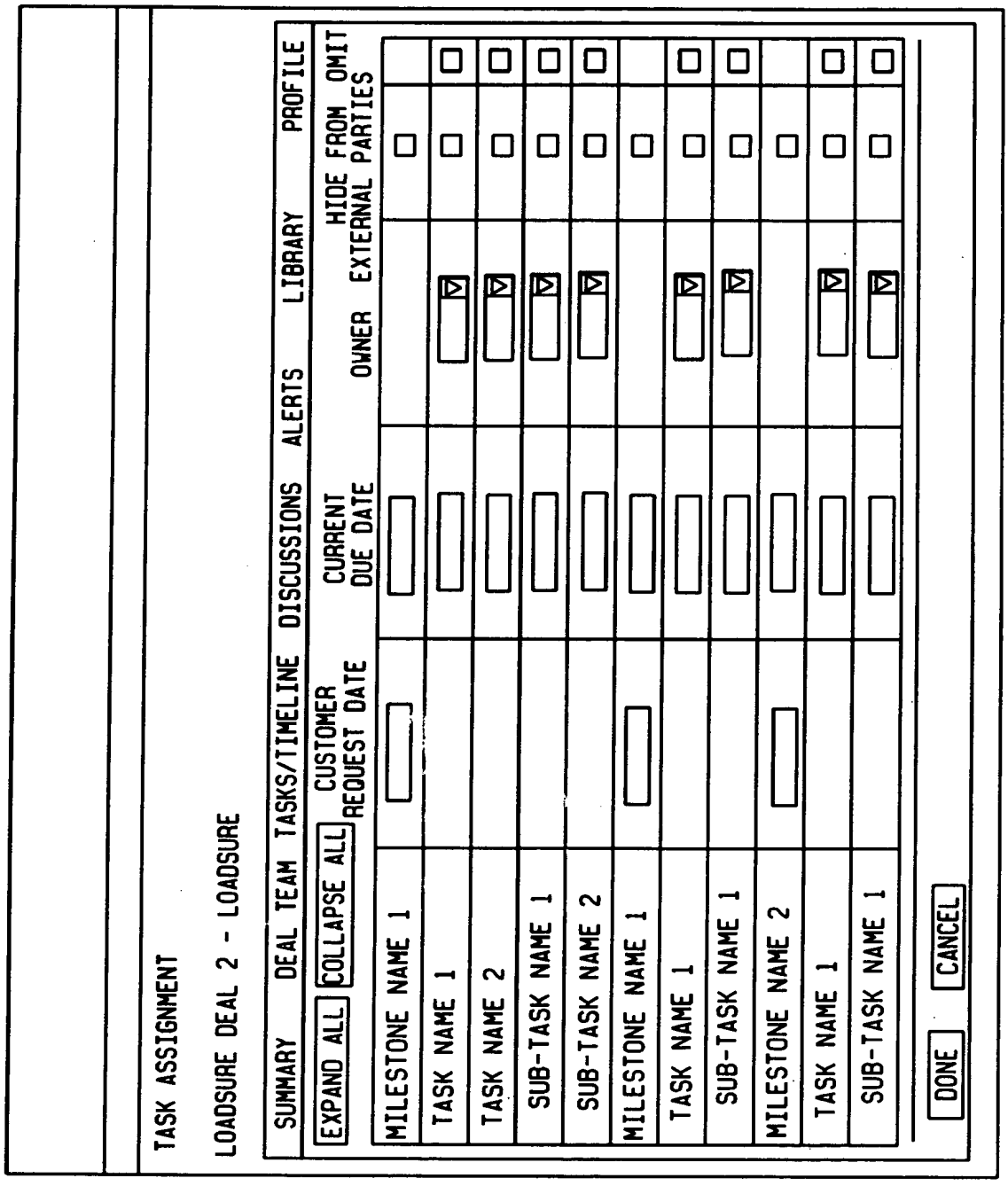

FIG. 32

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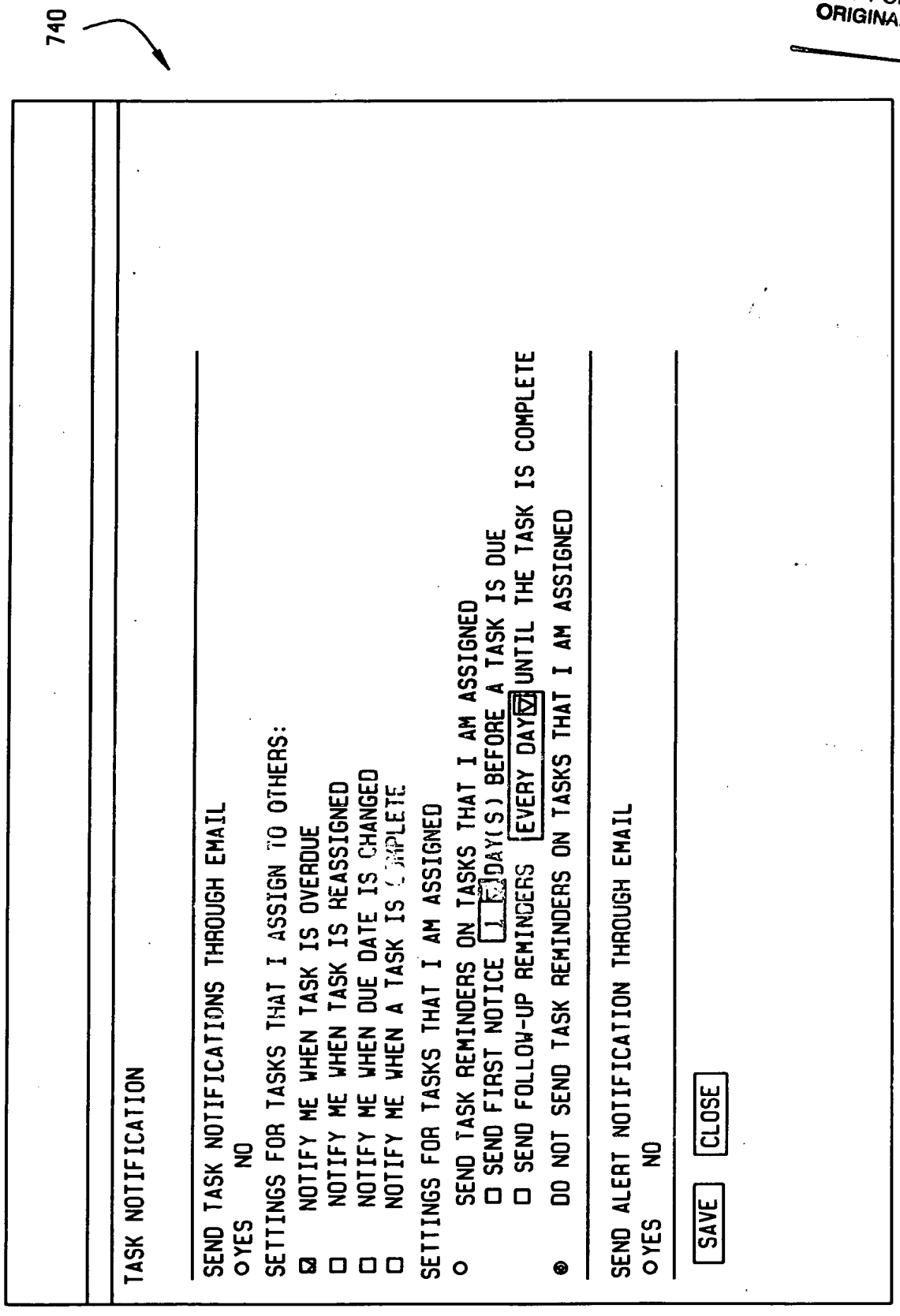

FIG. 33

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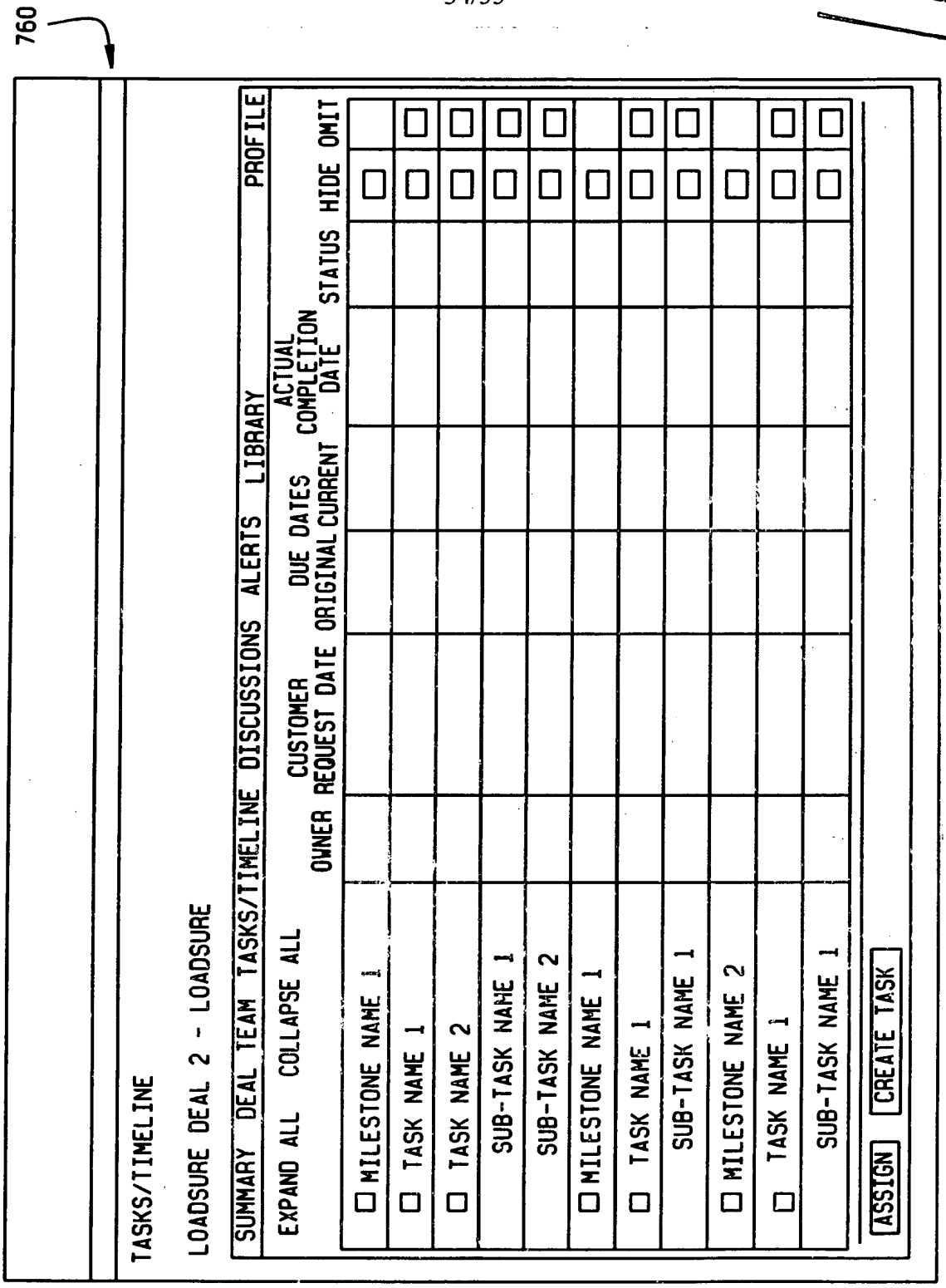

FIG. 34

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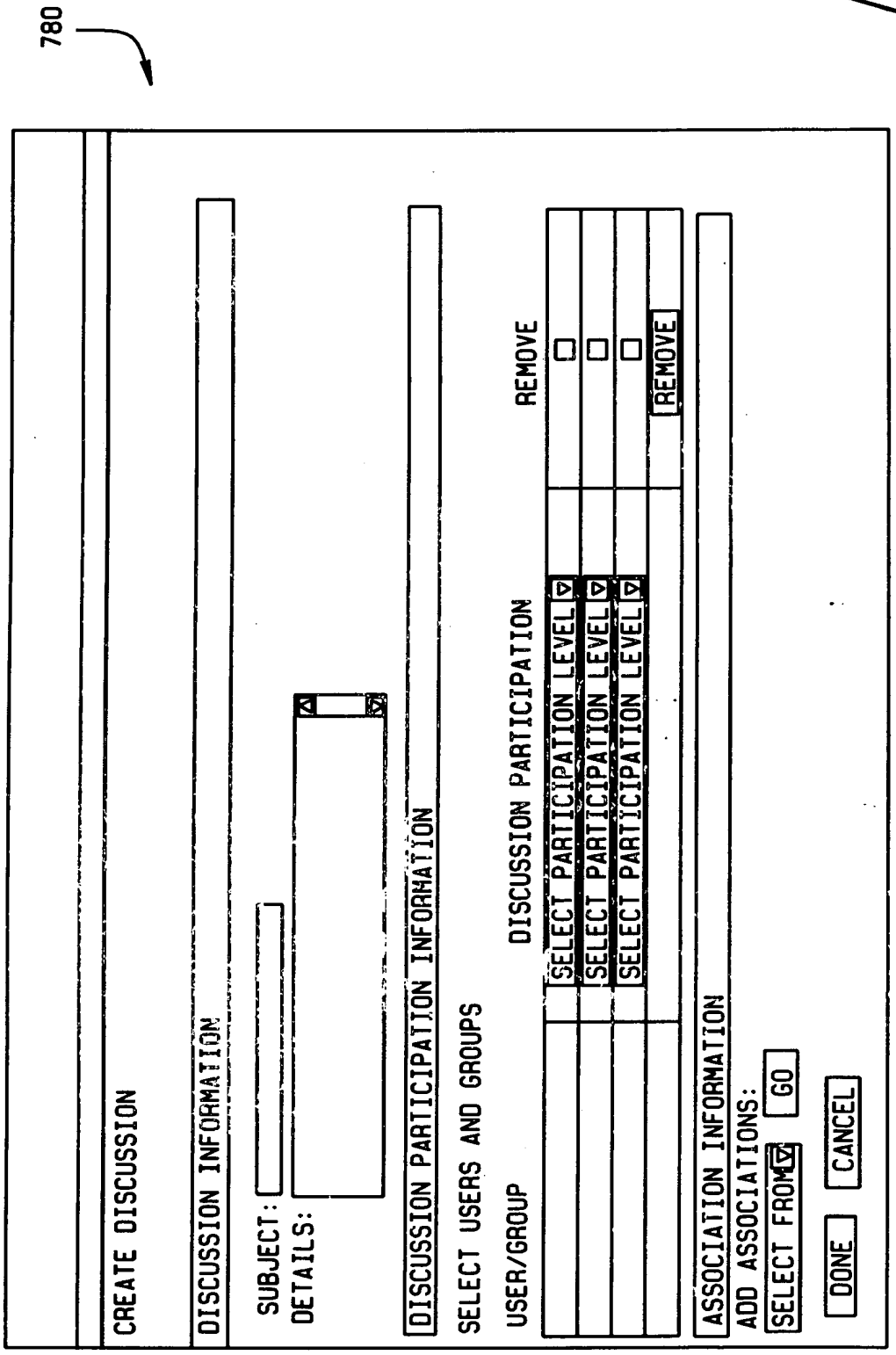

FIG. 35

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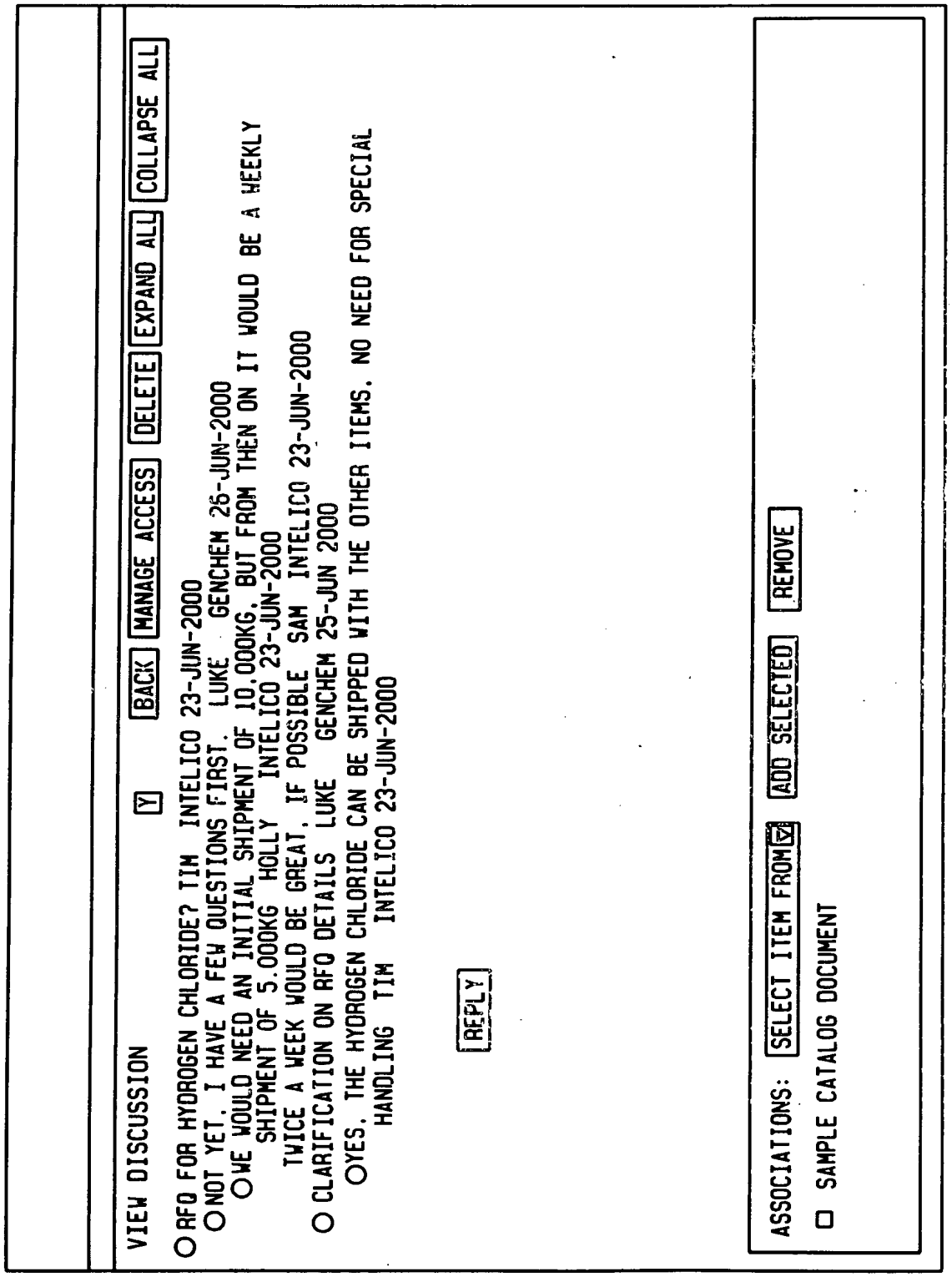

FIG. 36

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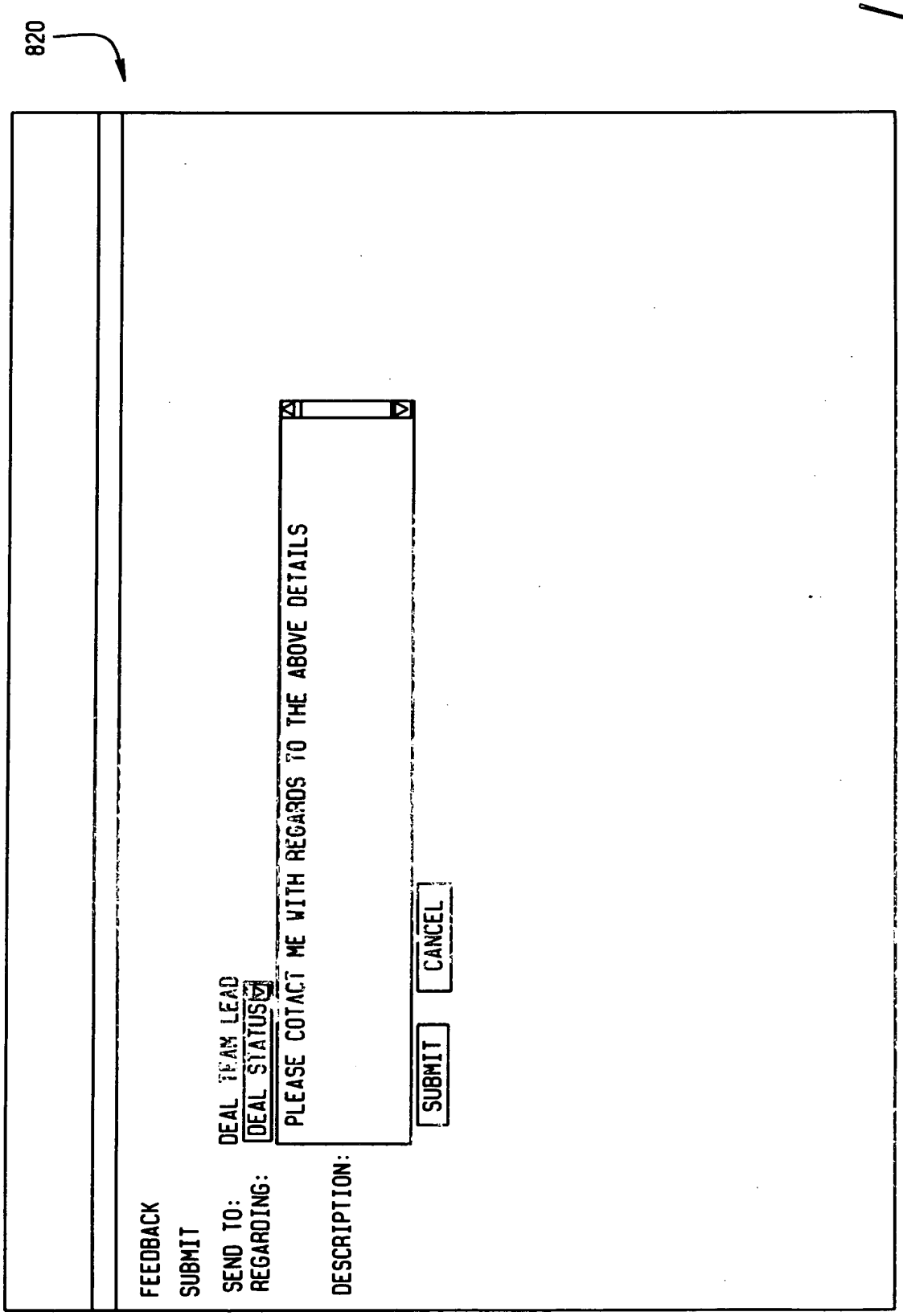

FIG. 37

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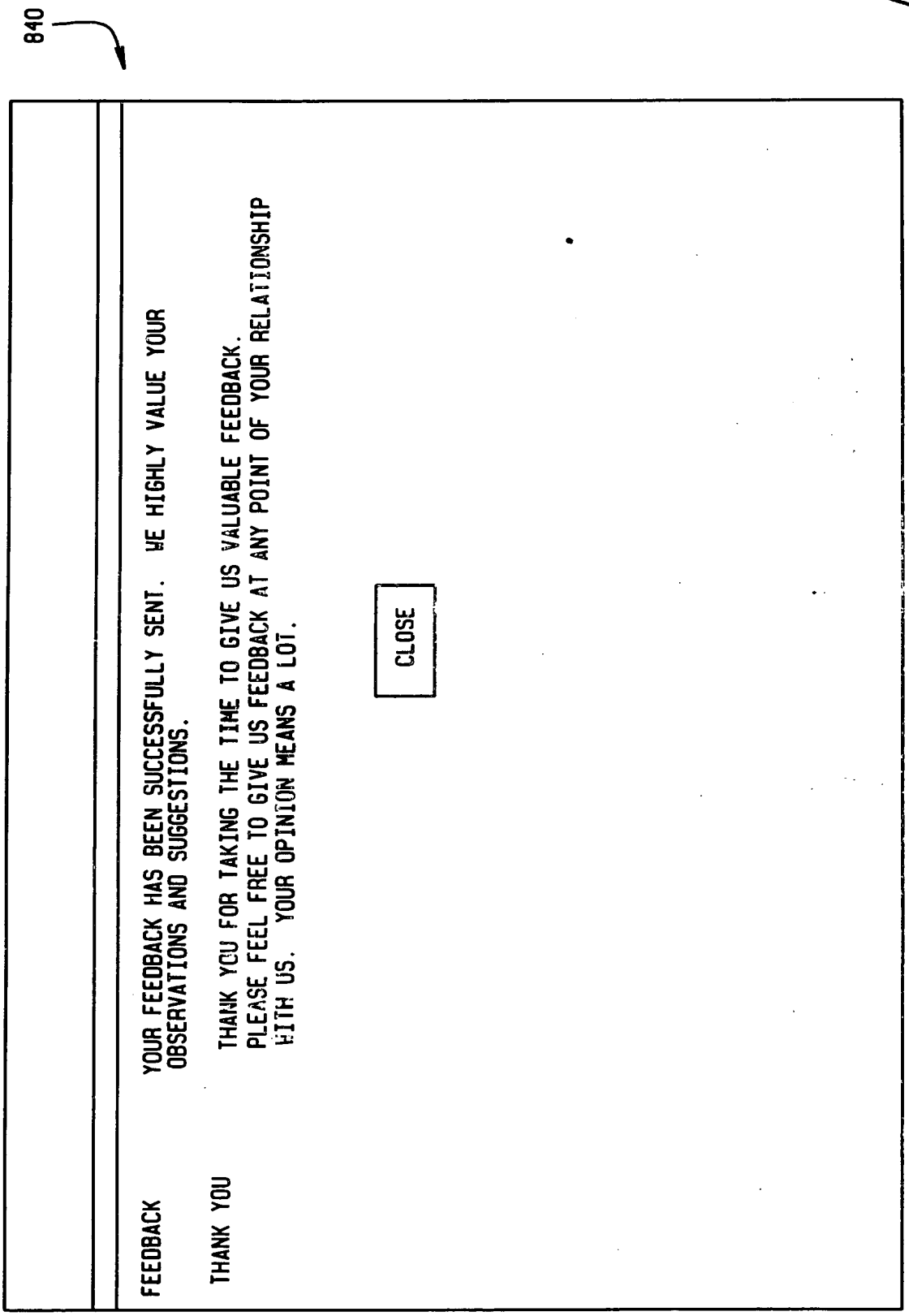

FIG. 38

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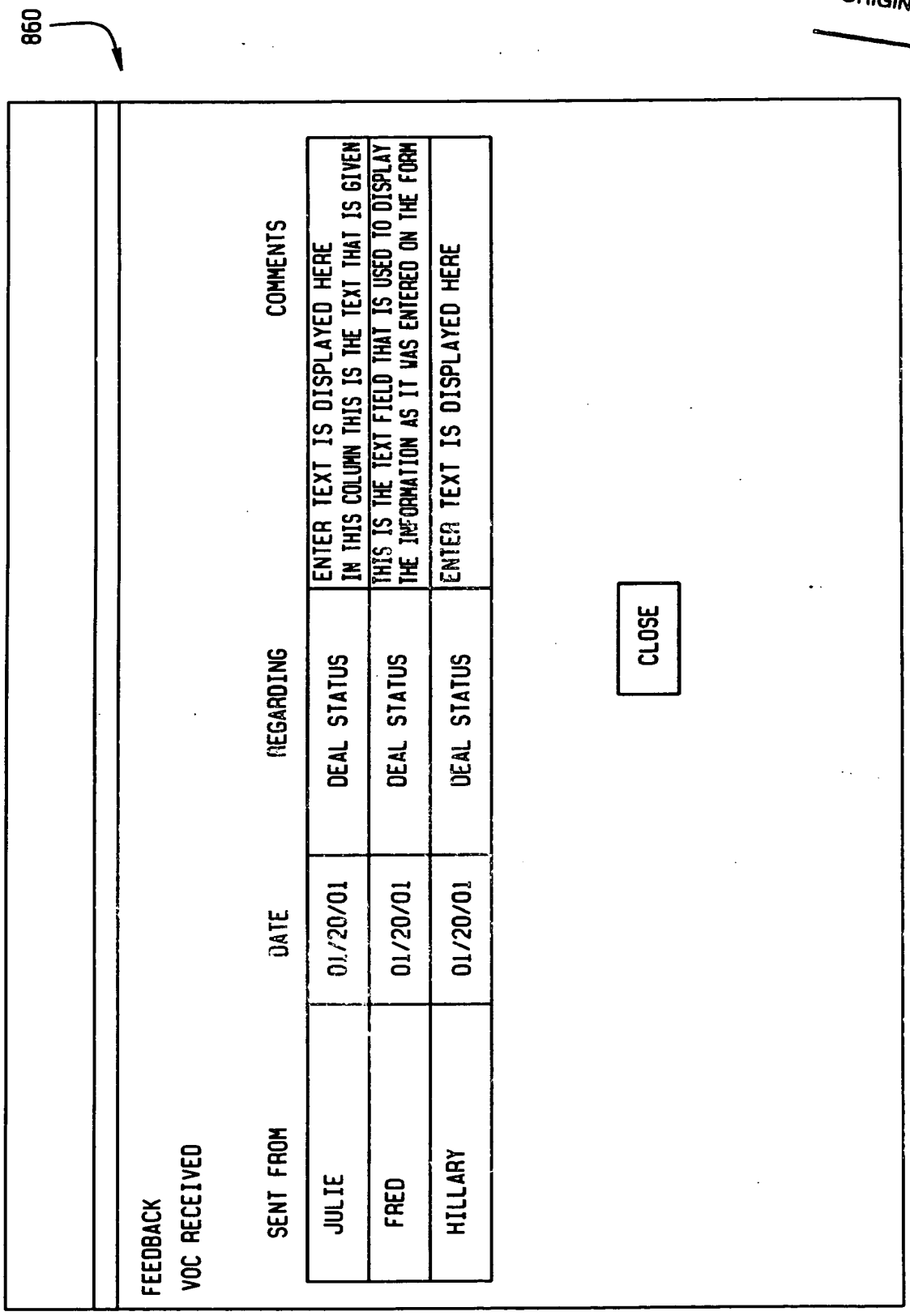

FIG. 39

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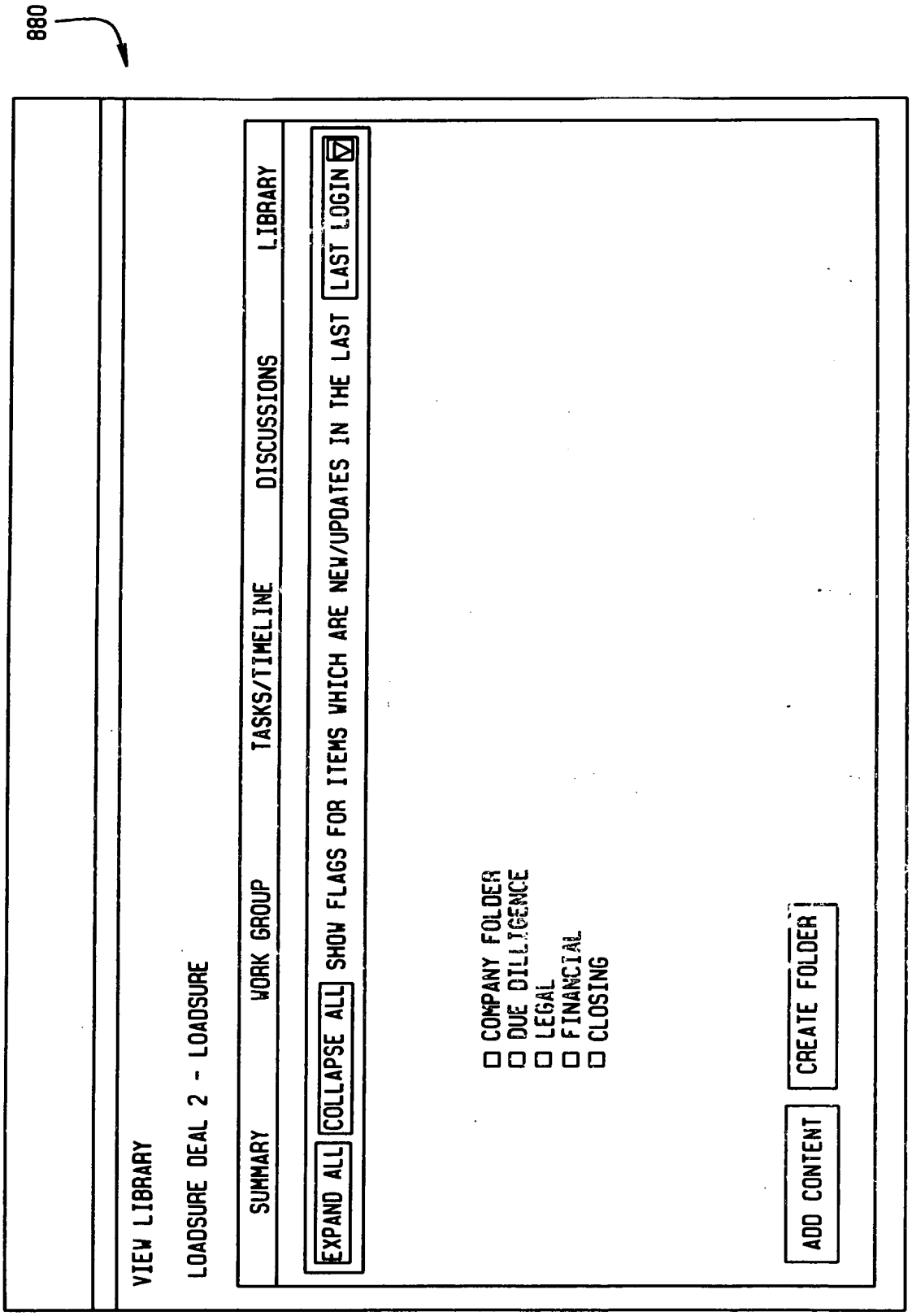

FIG. 40

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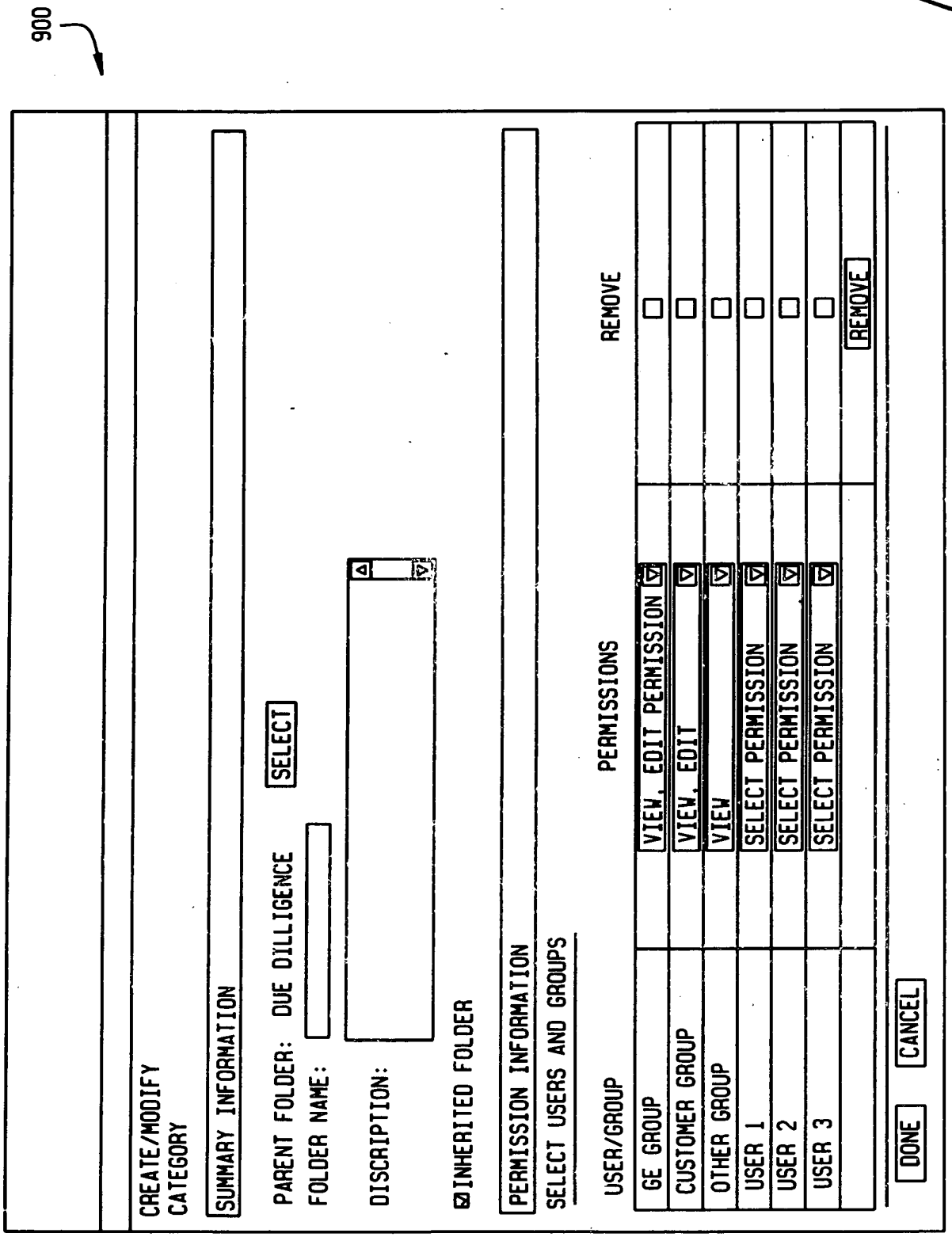

FIG. 41

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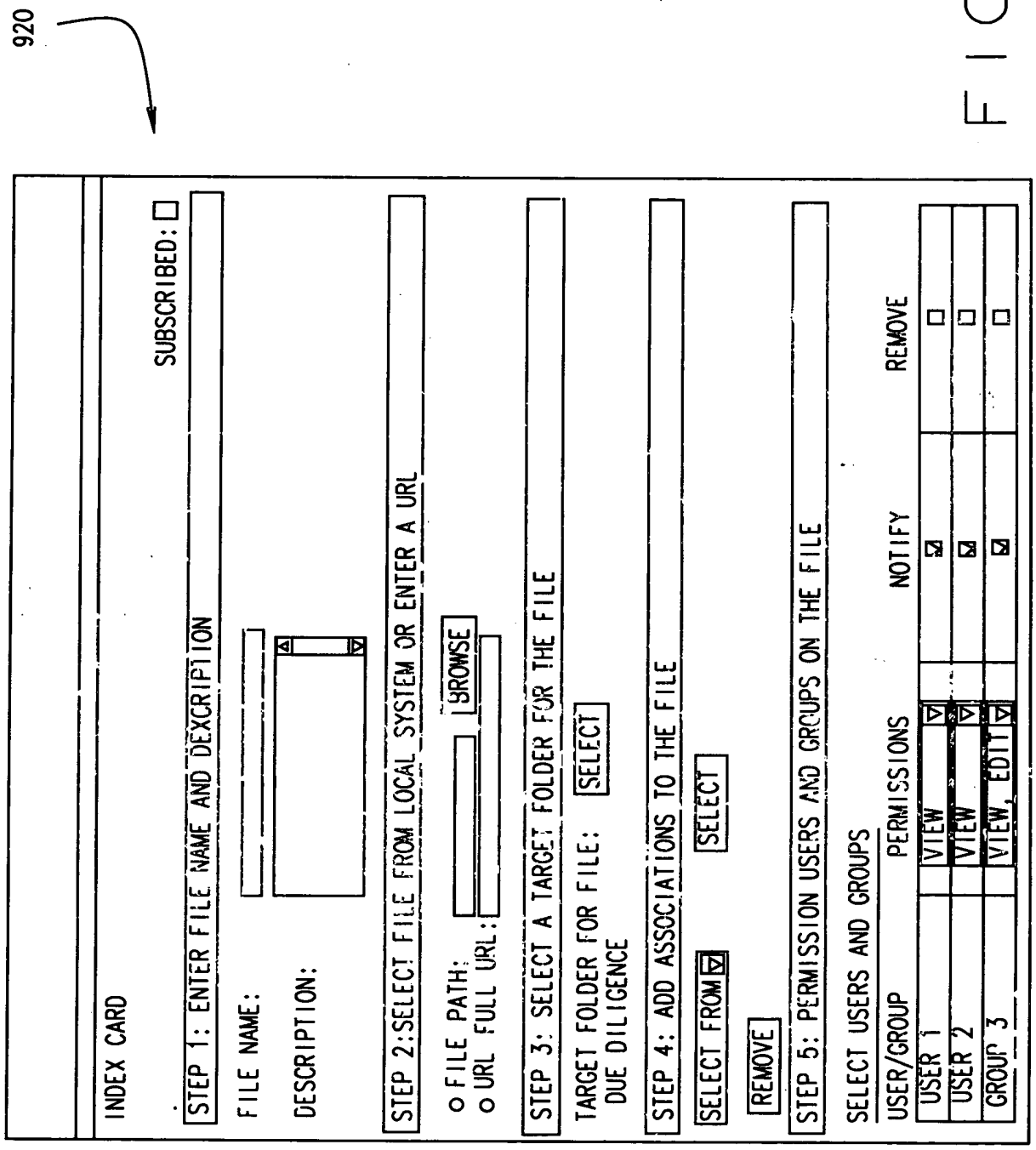

FIG. 42

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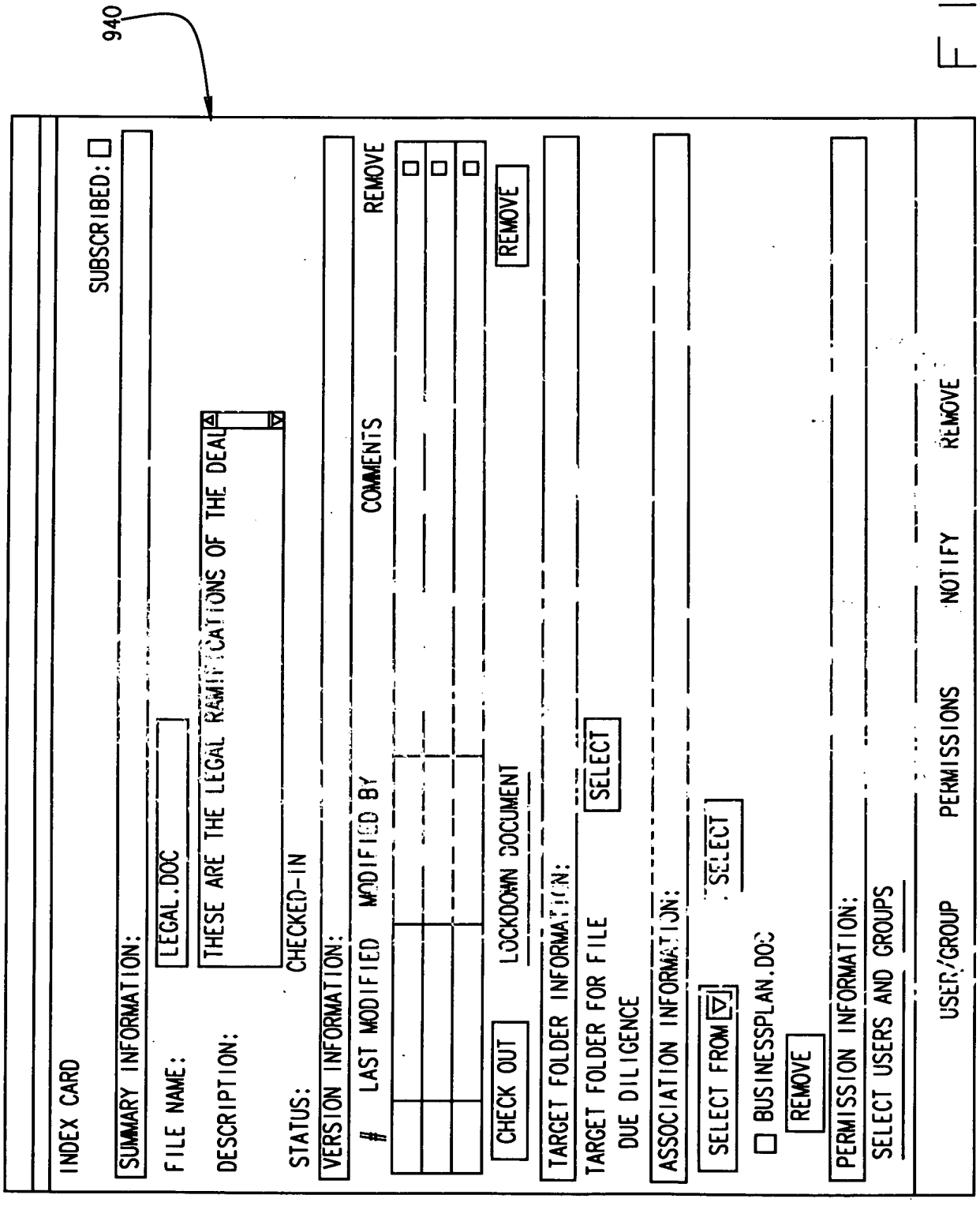

FIG. 43

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Applicant: Hornick et al. Serial No: 09/771,358 Atty. Dkt. No: 17243-00035
Title: METHODS AND SYSTEMS FOR IDENTIFYING PROSPECTIVE CUSTOMERS AND MANAGING DEALS
John S. Beulick; Armstrong Teasdale LLP
One Metropolitan Square, Suite 2600, St. Louis, MO 63102 (314) 621-5070

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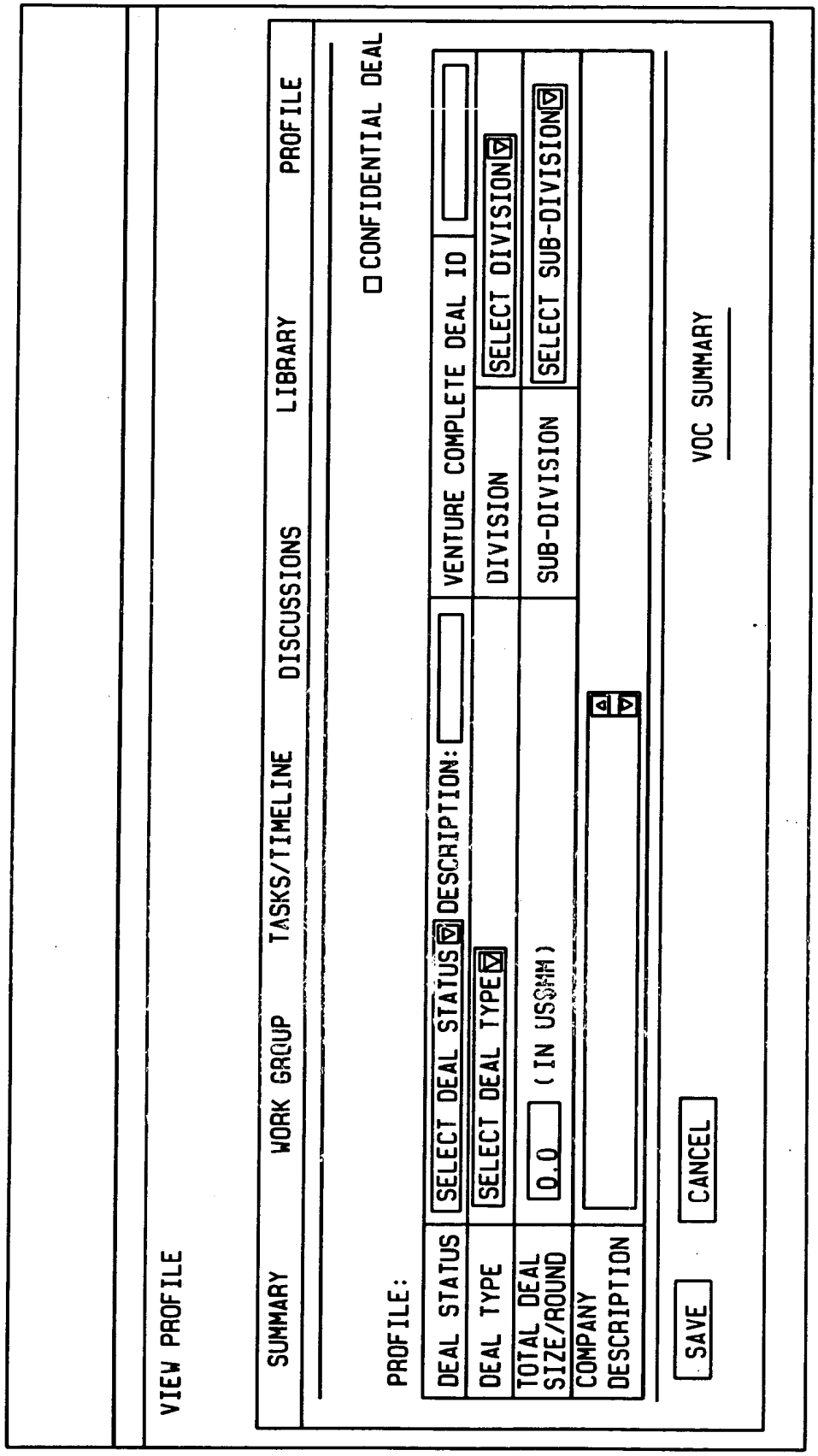

FIG. 45

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Applicant: Hornick et al. Serial No: 09/771,358 Atty. Dkt. No: 17243-00035
Title: METHODS AND SYSTEMS FOR IDENTIFYING PROSPECTIVE CUSTOMERS AND MANAGING DEALS
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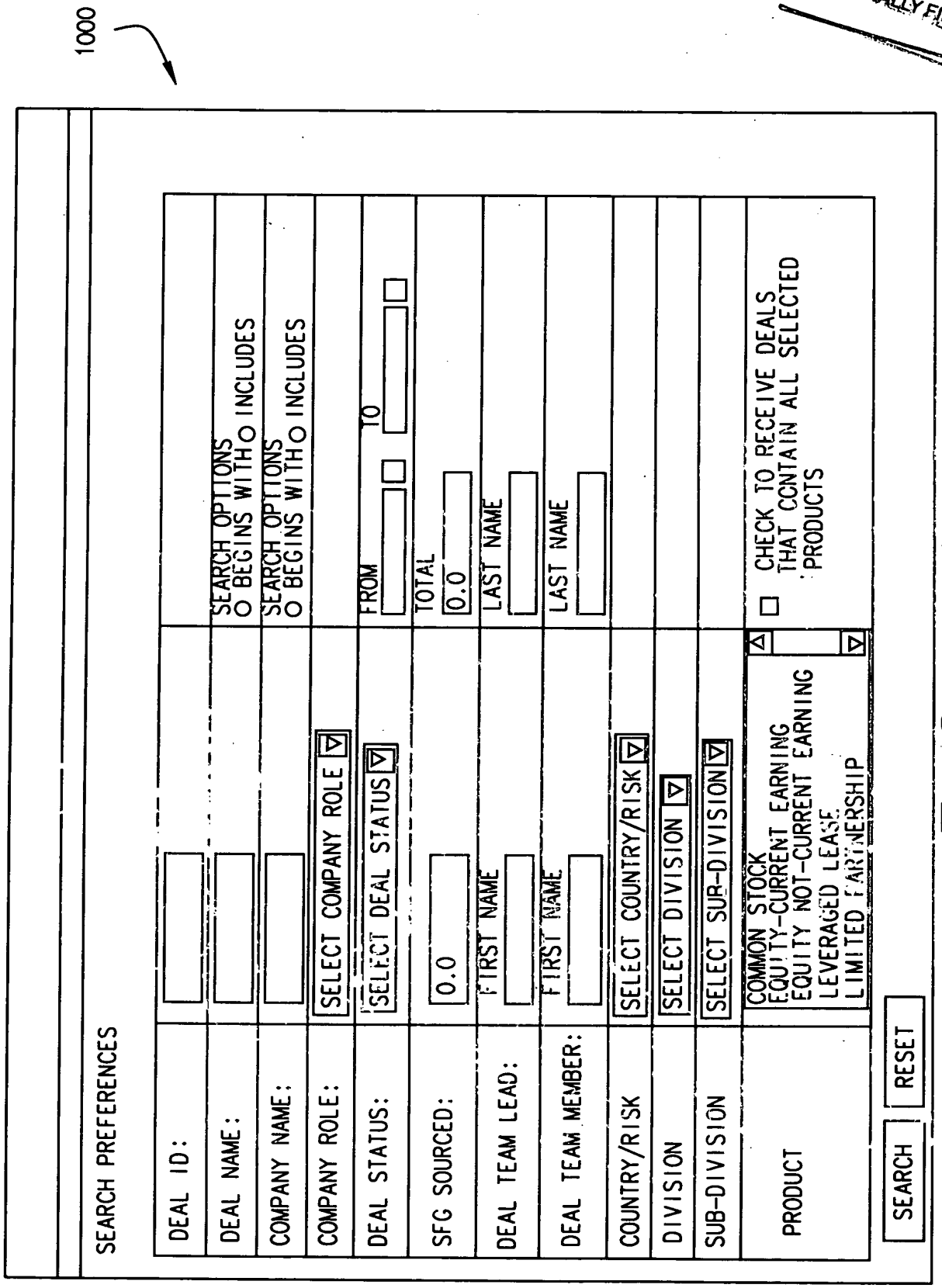

FIG. 46

SEARCH RESULTS

RECORS (1-15 OF 427)

SEARCH CRITERIA: DEAL STATUS = ACTIVE, COMPANY NAME = "LO"

MODIFY SEARCH CRITERIA

NEXT>>

DEAL ID	DEAL NAME	COMPANY NAME	COMPANY ROLE	DATE CREATED	STATUS	DIVISION	SUB-DIVISION	GE PRIMARY CONTACT
1111	LOADSURE							
	PRODUCTS							
1233	LONG1							
	PRODUCTS							
1236	LOEWCO1							
	PRODUCTS							
1334	LORDCO1							
	PRODUCTS							
2334	LOSTSYSTEMS1							
	PRODUCTS							
2458	LOB1							
	PRODUCTS							
2587	LONDON1							
	PRODUCTS							
3455	LOVLAND1							
	PRODUCTS							

DEAL ID DEAL NAME COMPANY NAME COMPANY ROLE DATE CREATED STATUS DIVISION SUB-DIVISION GE PRIMARY CONTACT

MODIFY SEARCH CRITERIA

NEXT>>

FIG. 47

1020

Applicant: Hornick et al. Serial No: 09/771,358 Atty. Dkt. No: 17243-00035
Title: METHODS AND SYSTEMS FOR IDENTIFYING PROSPECTIVE CUSTOMERS AND MANAGING DEALS
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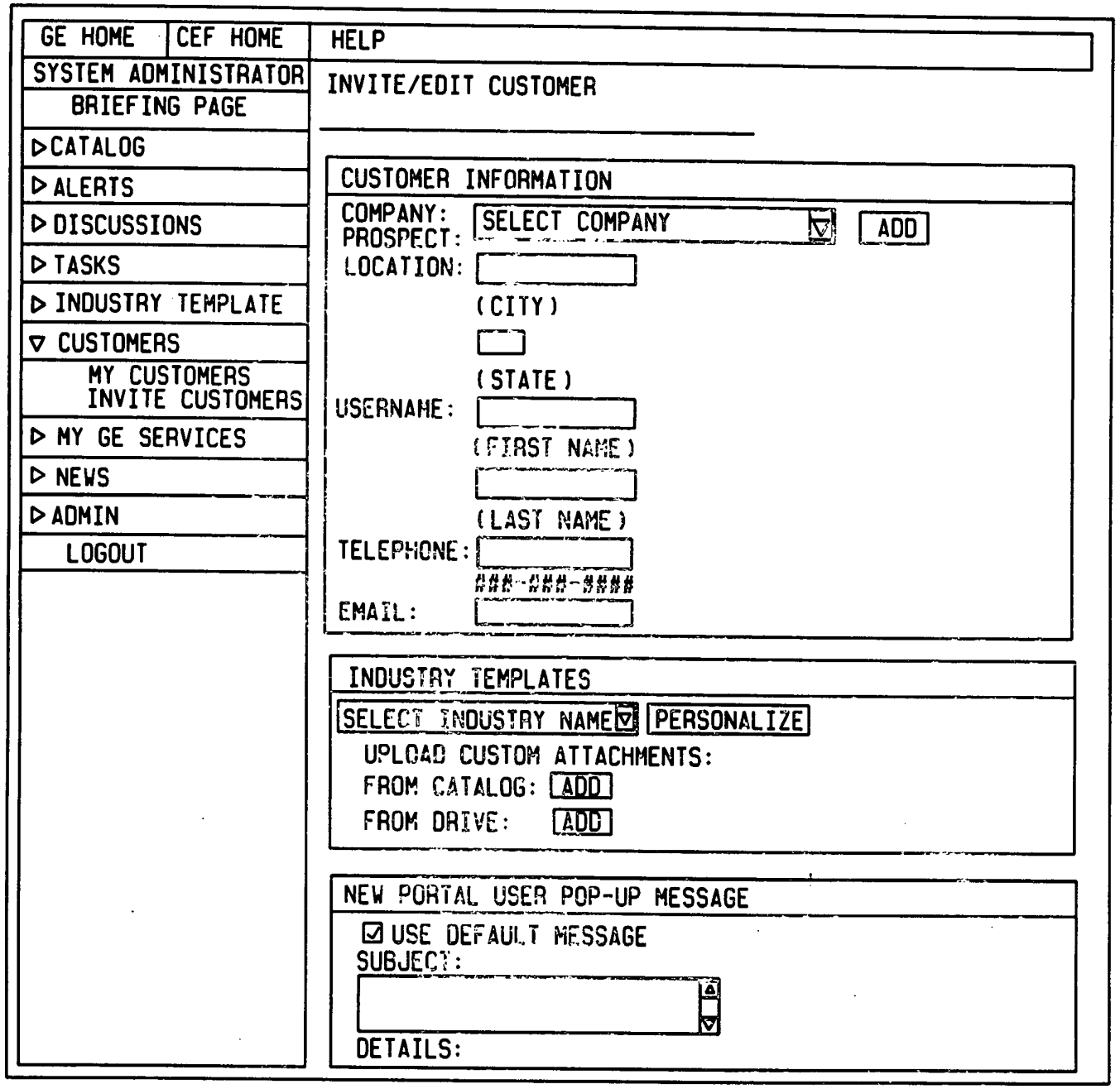

FIG. 48

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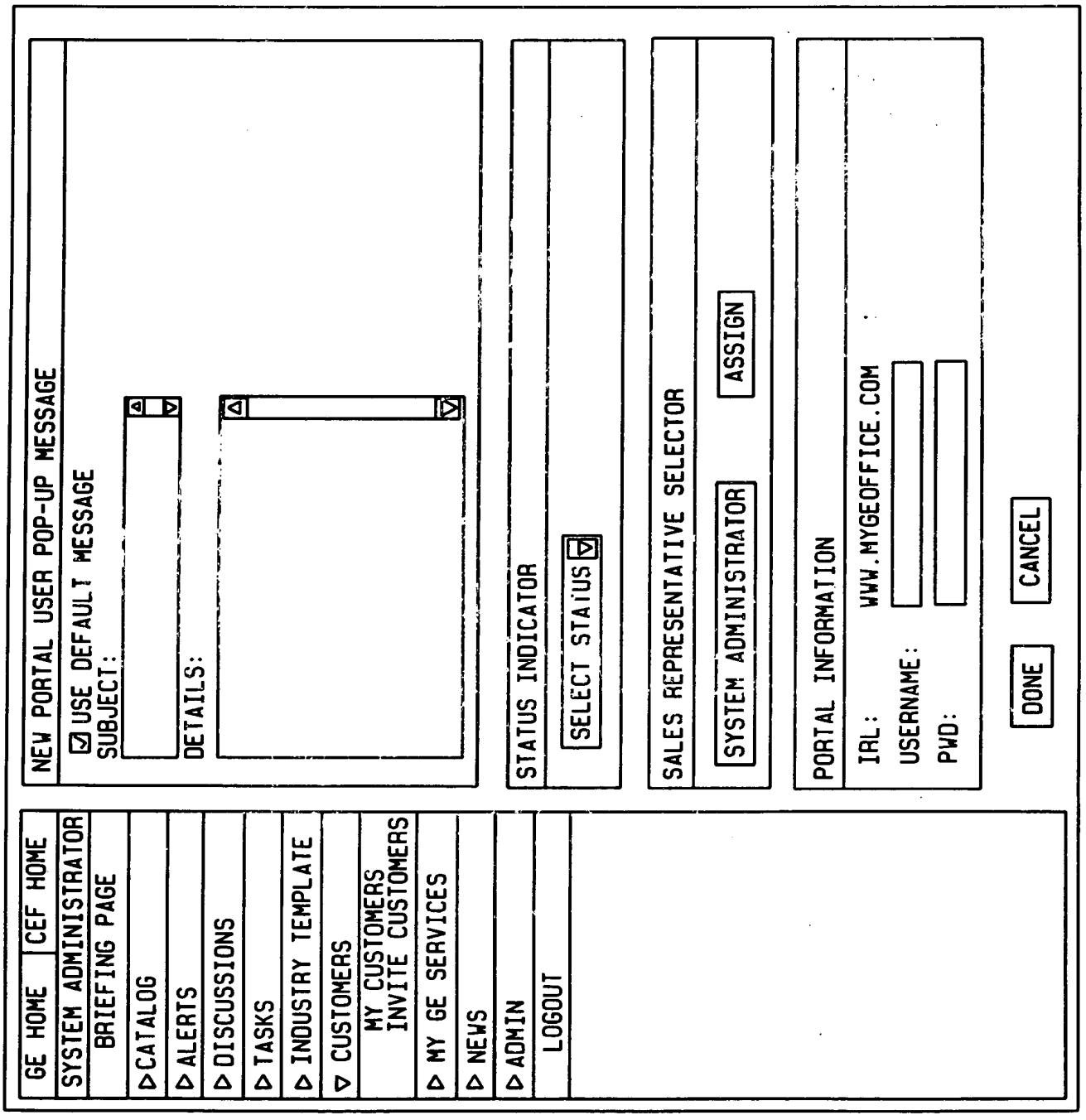

FIG. 49

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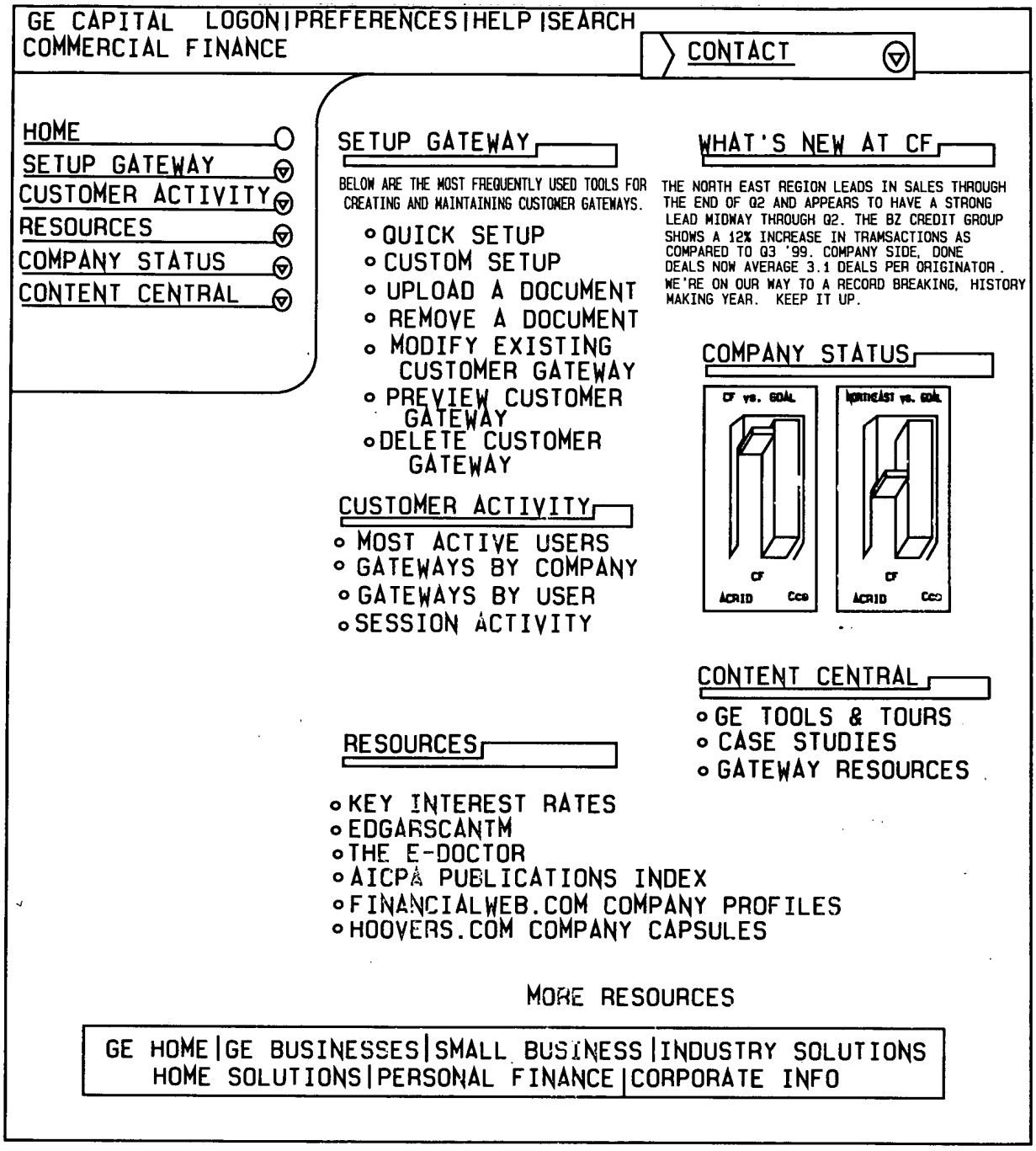

1100

FIG. 50

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GE CAPITAL COMMERCIAL FINANCE | LOGON | PREFERENCES | HELP | SEARCH

CONTACT

HOME
SETUP GATEWAY
CUSTOMER ACTIVITY
RESOURCES
COMPANY STATUS
CONTENT CENTRAL

SETUP GATEWAY: CUSTOM SETUP

FIELD WITH * ARE REQUIRED.

REQUIRED INFORMATION:

*EMAIL BUSINESS/LOGIN ID:
*ZIP CODE: 30328
*PRIMARY INDUSTRY: MANUFACTURING
*COMPANY NAME:
*TYPE OF FINANCING NEED: -SELECT A VALUS-

LOGIN INFORMATION:

* PASSWORD: CHANGEMEPLEASE

COMPANY INFORMATION:

SIZE OF FINANCING NEED: <$100K
STATUS: PROSPECT
EMPLOYEES:
SALES SIZE:
% INTERNATIONAL SALES 0.25
# YEARS IN BUSINESS:
CURRENT TYPES OF FINANCING USED: ACQUISITION
TIMING OF ADDITIONAL FINANCE NEED: 3 MOS
FINANCING PRODUCT: REVOLVER
ASSET CONCENTRATION: RECEIVABLES

CONTACT INFORMTAION:

PREFIX:
FIRST NAME:
MIDDLE INITIAL:
LAST NAME:
STREET ADDRESS 1:
STREET ADDRESS 2:
CITY:
STATE:
PROVINCE:
COUNTY:
COOUNTRY:
PHONE BUSINESS:
EXTENSION:
FAX BUSINESS:
TITLE:

REGISTER

CLEAR

1120

FIG. 51

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GE CAPITAL COMMERCIAL FINANCE LOGON | PREFERENCES | HELP | SEARCH

CONTACT

HOME
CASE STUDIES
RESOURCES
GE TOOLS & TOURS
DOCUMENT CONTROL

PROSPECT INC GATEWAY

MESSAGE CENTER

THIS IS A DEFAULT MESSGAE WHEN NO REAL MESSAGES ARE THERE IN INBOX. THIS CAN BE CHANGED THROUGH OCC WELCOME TO A PERSONALIZED SERVICE THAT PROVIDES YOU WITH IMMEDIATE ACCESS TO GE EXPERTISE BASED UPON YOUR SOECIFIC BUSINESS.

CASE STUDIES

MOLD & TOOL

MOLD & TOOL HAS A MULTI-LAYERED FINANCIAL RELATIONSHIP WITH GE CAPITAL COMMERCIAL FINANCE, WHICH CURRENTLY HELPED IT REFINE

FULL CASE STUDY

OTHER RELATED CASE STUDIES:

SEAFOOD
TECHNOLOGIES

SHOW ALL CASE STUDIES

SPOTLIGHT FEATURE

MONDAY FEATURE

SIX SIGMA

TODAY'S COMPETITIVE ENVIRONMENT LEAVES NO ROOM FOR ERROR. WE MUST DELIGHT OUR CUSTOMERS AND RELENTLESLY LOOK FOR NEW WAYS TO EXCEED THEIR EXPECTATIONS. THIS IS WHY SIX SIGMA QUALITY HAS BECOME A PART OF OUR CULTURE.

GE TOOLS & TOURS

AS A GE CUSTOMER YOU WILL HAVE ACCESS TO EXCLUSIVE TOOLS AND INFORMATION DESIGNED TO STREAMLINE THE FINANCING PROCESS

CREDIT LINE CALCULATOR

GAUGE HOW MUCH YOU CAN BORROW FROM COMMERCIAL FINANCE

GE LINK DEMO

EXCHANGE DOCUMENTS TO GET MORE EFFICIENT TO CREDIT FACILITIES.

MYGEDEAL.COM (WORKFLOW) DEMO

VIEW A DEMO OF YOUR EXCLUSIVE SYSTEM FOR EXPEDITING YOUR FINANCING

SHOW ALL GE TOOLS & TOURS

RESOURCES

HERE YOU CAN FIND NEWS, TRENDS AND USEFUL INFORMATION TO HELP YOU MAKE BETTER BUSINESS DECISIONS.

- DONE DEALS
- TODAY'S BUSINESS NEWS
- GLOSSARY

SHOW ALL RESOURCES

DOCUMENT CENTRAL

WELCOME LETTER	
PRESENTATION1	10/12/00
DOCUMENT1	10/13/00
PRESENTATION2	10/12/00
DOCUMENT2	10/12/00

SHOW ALL DOCUMENTS IN MY DOCUMENT CENTRAL

GE HOME | GE BUSINESSES | SMALL BUSINESS | INDUSTRY SOLUTIONS
HOME SOLUTIONS | PERSONAL FINANCES | CORPORATE INFO

1140

FIG. 52

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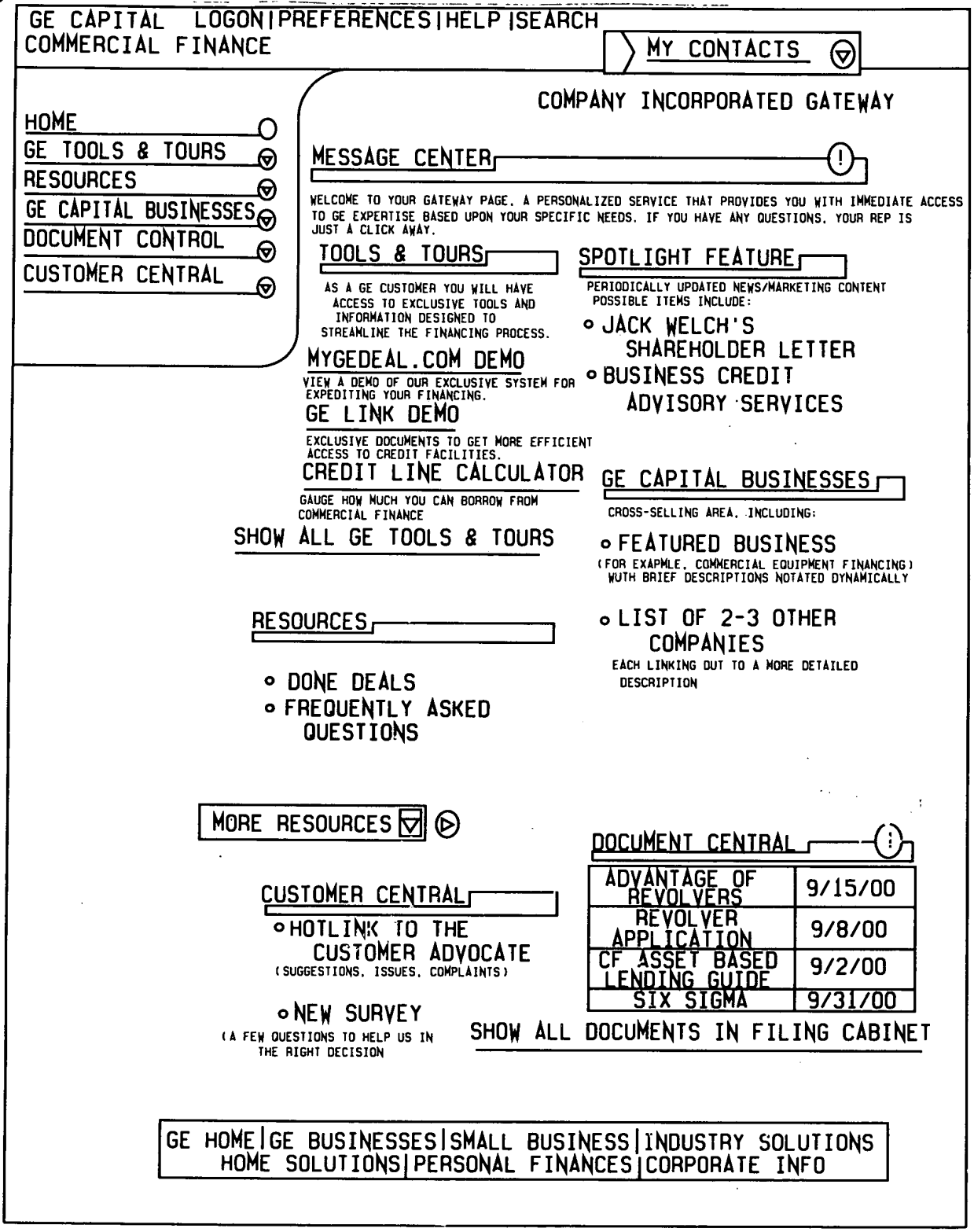

FIG. 53

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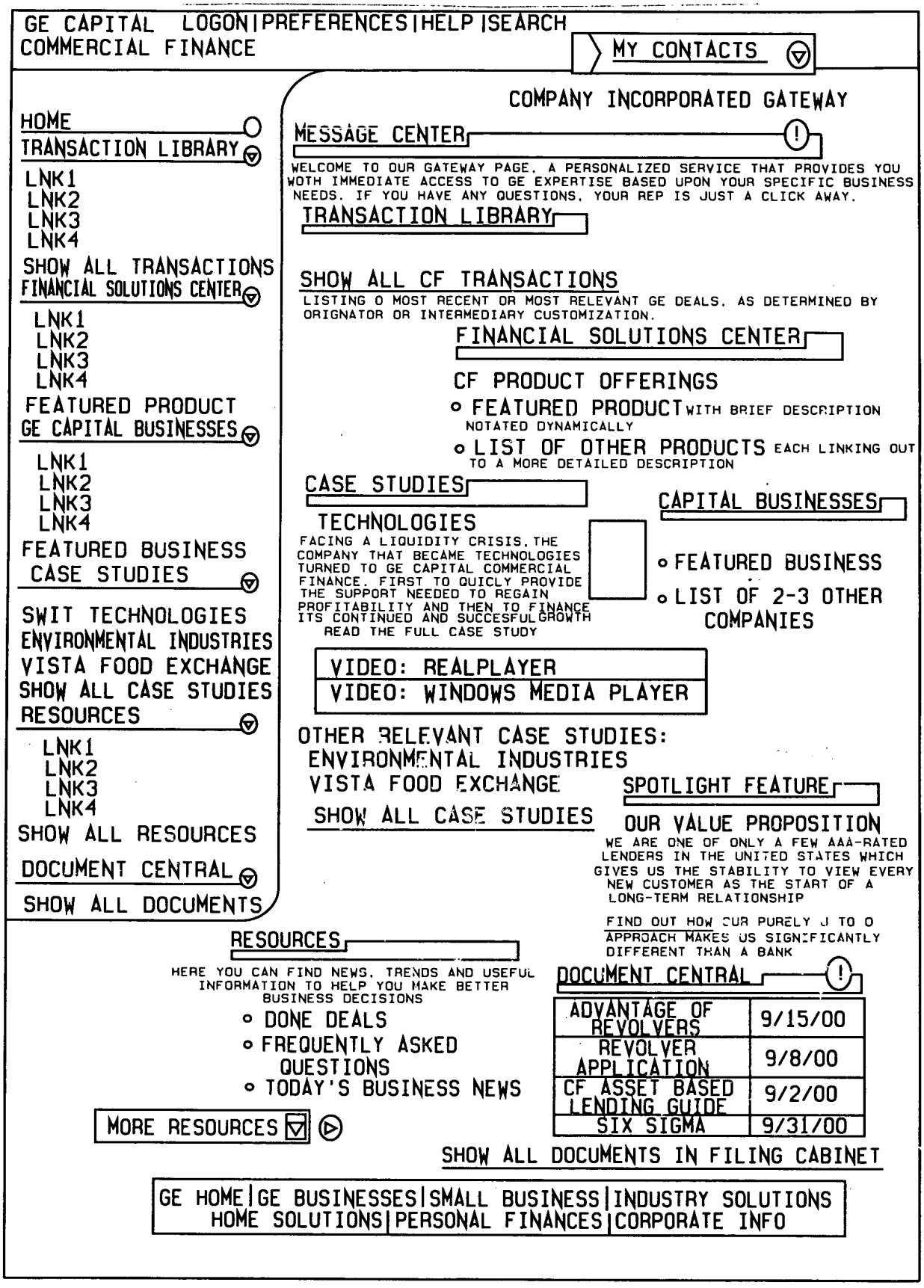

FIG. 54

1180

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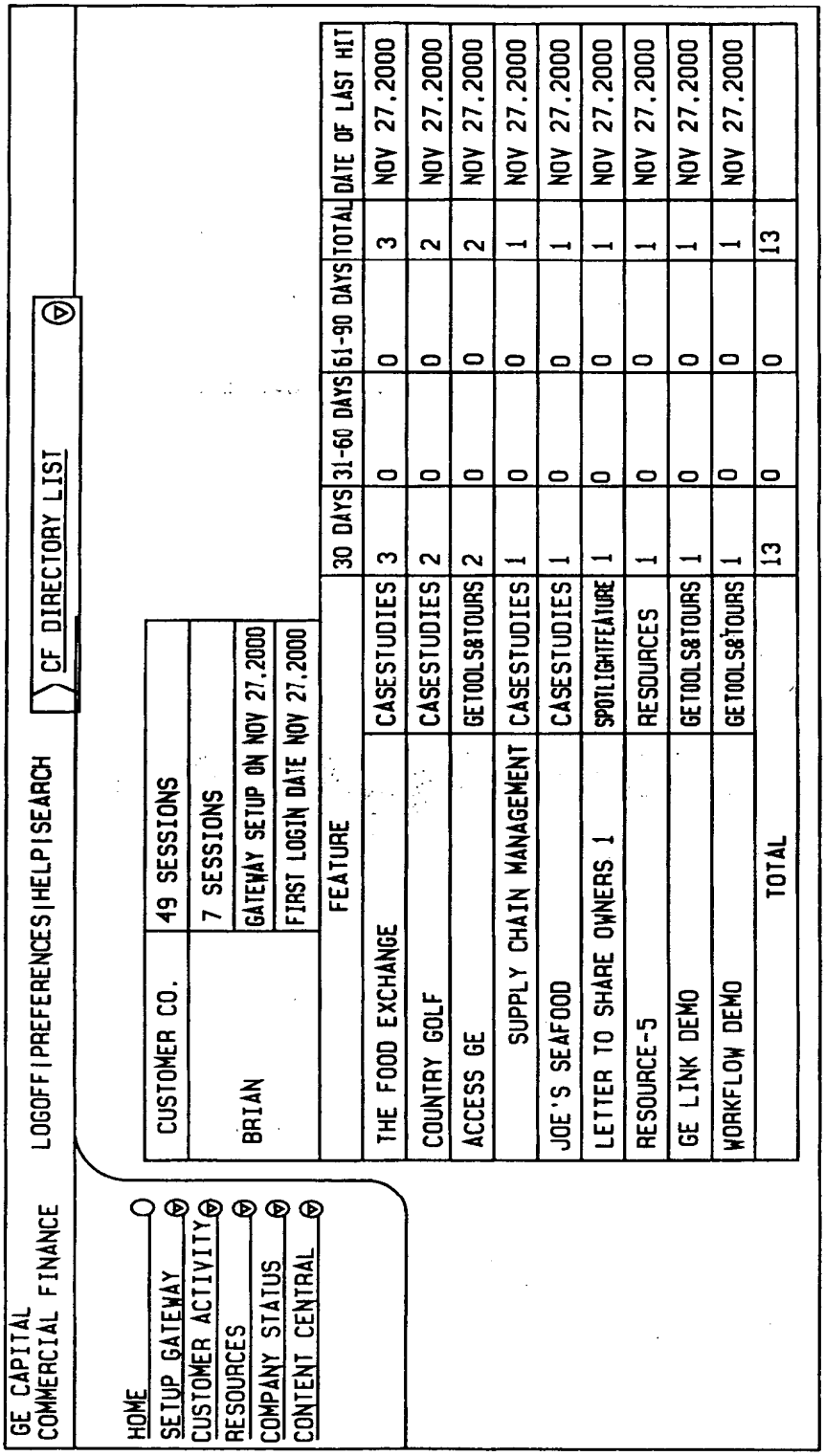

FEATURE		30 DAYS	31-60 DAYS	61-90 DAYS	TOTAL	DATE OF LAST HIT
THE FOOD EXCHANGE	CASESTUDIES	3	0	0	3	NOV 27,2000
COUNTRY GOLF	CASESTUDIES	2	0	0	2	NOV 27,2000
ACCESS GE	GETOOLS&TOURS	2	0	0	2	NOV 27,2000
SUPPLY CHAIN MANAGEMENT	CASESTUDIES	1	0	0	1	NOV 27,2000
JOE'S SEAFOOD	CASESTUDIES	1	0	0	1	NOV 27,2000
LETTER TO SHARE OWNERS 1	SPOTLIGHTFEATURE	1	0	0	1	NOV 27,2000
RESOURCE-5	RESOURCES	1	0	0	1	NOV 27,2000
GE LINK DEMO	GETOOLS&TOURS	1	0	0	1	NOV 27,2000
WORKFLOW DEMO	GETOOLS&TOURS	1	0	0	1	NOV 27,2000
TOTAL		13	0	0	13	

FIG. 55